

# CHEMIST & DRUGGIST

newsweekly for pharmacy



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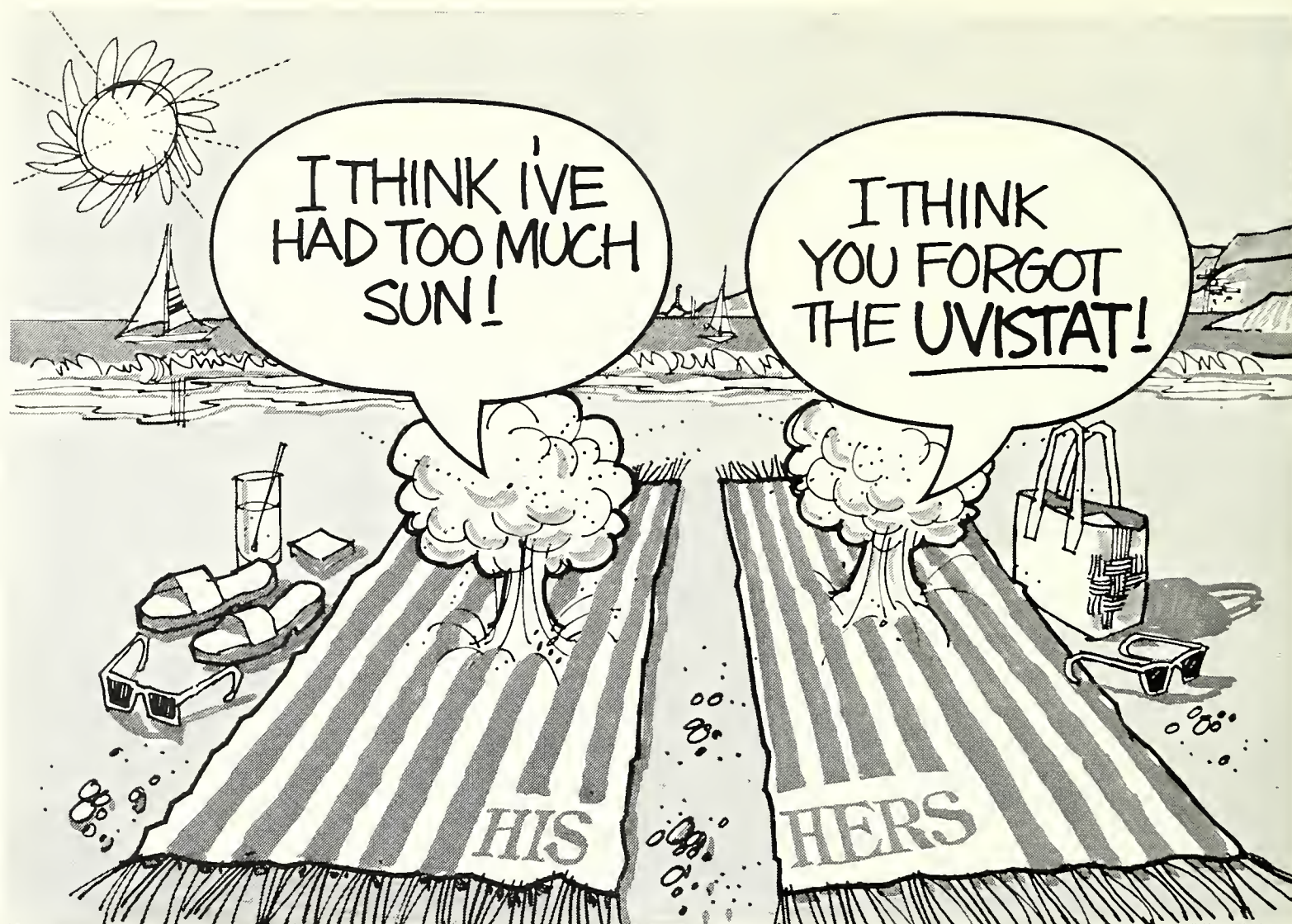
**Profitability  
from NHS  
dispensing**

**8 pc increase  
for hospital  
pharmacists**

**Noel Hall  
categories :  
salary scales**

**The hair  
conditioners  
market**





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# CHEMIST & DRUGGIST

112th year of publication Vol. 195 No. 4759

The newsweekly for pharmacy

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Published every Saturday by Benn Brothers  
Ltd, Bouverie House, 154 Fleet Street,  
London, EC4A 2DL (01-353 3212)Subscription Home and Overseas £8 pa;  
£0.30 per copy (including postage)

Contents ©

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A Benn Group Journal



Mr K. R. Rutter: "Specialise in the products you know, and diversify as much as you dare" (see page 643)



# An 8 pc increase for hospital pharmacists

Hospital pharmacists are to get an 8 per cent increase on their current salary scales, backdated to March 1, and Noel Hall grades are to have a scale rising to £4,850.

The increase, agreed on May 12 by the Pharmaceutical Whitley Council Committee C, does not apply to allowances; part-time, sessional and locum rates are to be the subject of a separate claim.

Scales for Noel Hall grades are:

Pre-registration student	£1,105
Pharmacist	£1,450-1,850
Staff pharmacist	£2,000-2,850

(bar to be agreed)

Principal pharmacist £2,750-3,300  
Area pharmacist £3,500-4,000  
Regional pharmacist £4,250-4,850  
Assimilation to Noel Hall grades will be dealt with by a joint subcommittee.

Mr J. G. Roberts, a member of the hospital pharmacists' negotiating team, welcomed the salary award, but described the Noel Hall scales as "unimaginative," and capable of doing little to bring about the service envisaged in the report.

"Whilst hospital pharmacists are well aware that the economy is at present under some stress it must be recognised that the hospital pharmaceutical service is also stressed and that a more stimulating prospect must be provided if those who have waited so long for better things are not to be lost to the service for ever.

"Hospital pharmacists find it difficult to reconcile that on the one hand the Department of Health obviously finds the role of the service to be essential and important by constantly issuing documents charging the hospital pharmacist with additional tasks and yet they are willing to accord so little finance to recompense the operators.

"These demands and exhortations from the Department of Health point to a bright and interesting future for the young graduate entering this branch of the profession and the prospect of greater involvement at ward level and integration into the health team is exciting.

"It will be a sad reflection upon the perspicacity of the Department of Health if the light of progress and expansion is extinguished for the want of means to purchase a little oxygen."

## Notional salary comparison to be allowed

The Department of Health is prepared to consider "outside" comparisons in the forthcoming negotiations on proprietors' notional salary, the Central NHS (Chemist Contractors) Committee has been informed.

The Committee is understood to wish the salaries in professions of similar academic standing to be used as a guide because it believes the notional salary is depressed by the present convention of adding a "proprietary lead" to the level of salaries paid to managers.

The Department says: "We would in fact be prepared to consider such comparisons on their merits in agreeing the 1972 salary level and will also consult the Department of Employment and Office of Manpower Economics for suitable guidelines."

The reasons given for the Department's opposition to a review body is reported on p 651.

## Contractors and 'Industry' Bill

The Central NHS (Chemist Contractors) Committee has received an assurance that it needs to take no action to protect its position if the Industrial Relations Bill becomes law.

A letter from the Department of Health says the Committee will continue to be recognised as representative of contractors, even if some contractors are classified as "workers" under the Bill. It is thought unlikely that the Committee would be eligible for registration as a workers' organisation anyway, because "workers" must be individuals and many members of the Committee's constituent organisations do not come into that category.

The Committee regards the Department's reply to its representations as "satisfactory."



Trained dolphins owned by Marine Mammals Ltd are being given Geval multi-vitamin capsules, produced by Cyanamid of Great Britain Ltd, and designed for human consumption, to help increase their resistance to infection and replace deficiencies of an artificial diet. Here, trainer Jean Tiebor administers a dose, delivered whole in pieces of frozen fish

## Scottish Council appointments...

The first meeting of the newly-elected Pharmaceutical General Council (Scotland) was held on May 12. Mr T. Cockburn Kelly, Glasgow, was elected chairman and Mr L. B. Dunn, Glasgow, vice-chairman.

The following members were elected to the Pharmaceutical Standing Committee (Scotland): T. Cockburn Kelly, chairman, L. B. Dunn, vice-chairman, G. Deas Drummond, R. S. Duncan, A. L. Dunlop, J. Ferguson, J. N. D. Gray, W. J. Y. Hogg, G. A. Jervie, W. S. McConnell, D. C. Mair, G. Mitchell, S. M. Woods.

The following additional members of the Pharmaceutical Standing Committee have been appointed by the organisations named: J. I. Thomson (Company Chemists' Association), G. M. Archibald (Co-operative Societies), A. Roxburgh and J. MacLean (Scottish Executive, Pharmaceutical Society), J. Crawford Lamb and J. W. Goodchild (Scottish Pharmaceutical Federation).

## ... and Executive candidates

The following twelve candidates are offering themselves for election to the Scottish Department Executive of the Pharmaceutical Society. Voting papers will be issued on May 27 and must be returned by June 15:

James Stirling Archibald, Dunfermline. Registered 1932; pharmaceutical representative. Dr Mary Dawson, FPS, Airdrie. Registered 1943; senior

lecturer, department of pharmaceutical technology, University of Strathclyde.

John Bateman Dunnett, Edinburgh. Registered 1933; pharmaceutical representative.

Daniel Edwards, FPS, Aberdeen. Registered 1943; head of school of pharmacy, Robert Gordon's Institute of Technology.

John Stephenson Galloway, FPS, Aberdeen. Registered 1938; lecturer in pharmaceuticals, school of pharmacy, Robert Gordon's Institute of Technology.

James William Goodchild, FPS, Brightons-by-Falkirk. Registered 1932; proprietor pharmacist.

James Hay Henderson, FPS, Dunfermline. Registered 1945; branch manager, Vestric Ltd. George Bryan Kirkwood, Saltcoats. Registered 1956; general practice pharmacist.

David Campbell Mair, Kilmarnock. Registered 1958; proprietor pharmacist.

Miss Elizabeth Aitken Meikle, FPS, Alexandria. Registered 1950; chief pharmacist, Vale of Leven Hospital.

Robert Simpson Morrison, Inverness. Registered 1939; general practice pharmacist.

Kenneth Brown Stewart, Aberdeen. Registered 1940; group chief pharmacist, Royal Aberdeen Children's Hospital.

## More for oxygen?

An increase of 30 per cent in chemists' remuneration for providing oxygen therapy services is being sought by the Central NHS (Chemist Contractors) Committee. The rise is wanted because of increased costs since the last settlement.



## Charges report denied

A report that prescription charges may go up to 25p, the principle of cost-related charges being "buried," has been described as "purely speculative" by Sir Keith Joseph, Secretary of State for Social Services.

The report, in Monday's *Daily Mail*, said that besides criticism coming from the professions, senior civil servants had opposed cost-related charges because they regarded the plan as "unworkable."

However, Sir Keith insisted that he had not yet made up his mind. "I have invited the chemists and doctors to a rational dialogue and I'm immensely looking forward to it."

## Minister's 'no' on abuse scripts

The Secretary of State for Social Services has refused a request by Mr Laurie Pavitt MP to issue circulars to pharmacists advising them "to require persons presenting EC10 forms for a drug known to be liable to abuse and signed by a doctor not known in the area of presentation to seek a fresh prescription from a local doctor."

Mr Michael Alison, Under-Secretary, replied in the House of Commons on Tuesday that adequate safeguards were provided by Regulation 15 of the Dangerous Drugs Regulations 1964, and in respect of drugs not covered by the Regulations, by the advice recently issued by the Pharmaceutical Society.

## Chemists' sales up in March

The weekly volume of sales by chemists and photographic goods retailers during March showed a substantial increase—13 per cent—over the same month last year, according to figures released by the Department of Trade and Industry.

Multiples again had the largest increase, with 15 per cent, followed by the independents, with 11 per cent. The Co-operatives were 6 per cent up.

The Department's monthly returns show the following indices (March 1966=100):

All retailers	117 (+13 per cent)
Independents	114 (+11 per cent)
Multiples	123 (+15 per cent)
Co-operatives	105 (+6 per cent)

The figures do not allow for receipts under the NHS.



*The new Pharmax administration building at Bexley Village is nearing completion, and managing director, Dr A. J. Martin, is seen here putting the finishing touches to the roof, whilst Wimpey and Pharmax staff look on, no doubt anticipating the second part of the "topping-out" ceremony, the opening of a large barrel of beer. Pharmax Ltd moved their production and laboratory facilities to Bexley some months ago and anticipate the administration move taking place at the end of June. All departments will then be at this new Bexley site*

# The emphasis is on management in NHS revision plans

A two-tier administrative structure—with the emphasis on management skills—is proposed for the National Health Service in a Department of Health and Social Security "consultative document."

The document, which follows two Green Papers published by the previous Government in 1968 and 1970, leaves responsibility for personal social services in the hands of local authorities, but proposes the establishment of "regional" and "area" health authorities to supervise and unify all "personal health functions."

Regional authorities on the 14 planning regions adopted for the hospital service—would be responsible for general planning, allocating resources, and co-ordinating area activities. Area authorities, about 70 of them, with boundaries the same as those proposed for local government reorganisation, would deal with actual operation of the service.

Both regional and area authorities will be kept small "and management ability will be the main criterion for the selection of members." All members of regional authorities would be appointed by the Secretary of State after consultation with "interested organisations," including the main health professions. But the area authority membership —

about 14 — would be appointed partly by the corresponding local authority, one by the university providing medical and dental teaching facilities and the rest by the regional authority — again after consultation.

The document says: "It is important for management efficiency that, in addition to the local authority and university members, each area authority should contain a diversity of relevant ability and experience. This part of the membership will therefore include at least two doctors and a nurse or midwife, appointed after consultation with the professions."

It is intended that strong professional advisory machinery should be established at both regional and area level. Each area authority will be required to set up a committee, with a composition like that of the present Executive Councils, to administer contracts with "family practitioners" — including pharmacists. These committees would deal direct with the Department and would be separately financed.

There will also be "com-

munity health councils" for each "district" in an area, which will be consulted on the development and operation of health services locally and represent "consumer" interests.

Sir Keith Joseph, Secretary of State, is inviting the comments of the main health service organisations by the end of July. A White Paper will then be prepared, preparatory to legislation which will become operative on April 1, 1974, when local government reforms take effect.

## 'Substitution' red-herring

A suggestion that hospital pharmacists be authorised to substitute less expensive alternative drugs of equivalent therapeutic effect gave rise to considerable Press publicity earlier in the week.

The idea emerged from a subcommittee of the hospital management committee as a possible measure to combat the growing costs of drugs in the Dudley Road Hospital Group, Birmingham.

It was being forwarded for professional comment, to, among others, the medical staff committee, when it was taken up by the national Press. The reports carried strong statements from the British Medical Association and the Group's chief pharmacist on the current ethical approach—but no go-ahead had ever been given.

## Boots employees share £2.22m

Some 39,000 employees of Boots Pure Drug Co Ltd are to share a record £2,222,000 profit earning bonus this year, following the peak profits announced by the company (p 626). This is the first time that the profit bonus has exceeded £2m since the scheme was introduced in 1955. The profit earning bonus is 8½ per cent of the year's profit from the company's UK operations (calculated before deducting the bonus itself).

## Poisons changes

A number of the proposed amendments announced by the Home Office (see *C&D*, November 7, 1970, p 668, and December 19/26, 1970, p 834) have been included in the Poisons Rules 1971 (SI 1971 No 726) (HM Stationery Office, price £0.30) and the Poisons List Order 1971 (SI 1971 No 725) (HMSO £0.10) effective June 21.



# COMPANY NEWS

## Plastic container makers' growth

When Johnsen & Jorgensen (Plastics) Ltd moved about a year ago to premises in Grinstead Road, Deptford, from the Charlton factory which they shared with the glass phial and ampoule side of the J & J business, it was anticipated that it would be the end of 1975 before they would have to again look for extra space.

Now it seems that position will be reached by the end of next year.

Mr Don Curtis, managing director, J & J Plastics, said last week that the company expected to have a growth rate of 25-30 per cent per year against a normal 15-20 per cent in a similar field because they were specialising in closures and containers and not taking on production of other plastic goods.

He foresaw the spread of use of Securitainers from "ethical" pharmaceutical dry products into over-the-counter lines especially now that they were able to offer four colour printing on those containers.

There would also be a wider range of sizes available.

The Deptford factory has a floor area of 100,000 sq ft and represents a £1m investment in

property, plant and equipment.

At ground level are housed 44 injection moulding machines, printing, finished goods store, and loading and dispatch bays.

## Beecham research addition

The new £1.3 m laboratory building at Beecham Research Laboratories' Chemotherapeutic Research Centre at Brockham Park, Surrey, was formally opened by Sir Derrick Dunlop, chairman of the Medicines Commission, on May 14.

The building has a working floor space of 48,500 sq ft and is divided into two large two-storey blocks connected by a small link building housing a reception area, first-aid centre and conference rooms. As well as chemical and biological laboratories, the building contains a comprehensive information unit and library, and a photographic department.

It was in the original Brockham Park house in 1957 that the penicillin nucleus was first isolated by Beecham scientists.

Research into antibiotics is still the largest single item of the Beecham Group's research expenditure, but the greater part is devoted to other projects.

## Improved profit from Greeff

The accounts of Greeff-Chemicals Holdings Ltd for 1970 show group profit before taxation at £471,028 (against £407,605 in 1969). Corporation tax is £53,906 (£62,152). With a proposed final dividend of 8 per cent (7½ per cent) the total for the year is 13½ per cent (against 11½ per cent).



Part of the injection moulding shop at Johnsen & Jorgensen (Plastics) Ltd, Grinstead Road, factory (see above)



Beecham's new laboratories at Brockham Park, built at the cost of £1.3 m (story this page)

## Boots' sales up £33½m

World sales of Boots Pure Drug Co Ltd for the year ended March 31, at £257,387,000 were an increase of £33½m over the year previous, while trading profit was up by £4.76m at £25.81m. Profit before tax is shown as £24.95m (£20.19m) and after tax, £14.31m (£11.03m).

A final dividend of 12 per cent is proposed, making a total for the year of 19 per cent (17 per cent last year).

## Croda's record profit

Croda International Ltd made a record pre-tax profit of £2,274,000 in the year ended January 3, against £1,714,000 in 1969. The final dividend is raised to 19.5 per cent making 32 per cent for the year (30 per cent).

## Ashe Chemical to pay more

Ashe Chemical Ltd are to recommend a final dividend of 15 per cent which makes a total of 25 per cent for 1970. (1969 21.93 per cent.)

The directors also recommend a scrip issue on a one-for-three basis.

Group net profit for the year was £525,600 (£462,473 in 1969). Net profit after tax, £337,361 (£278,540) and profit retained £179,588 (£140,150).

## Sterling health division formed

Phillips Laboratories and Scott & Turner divisions of Sterling-Winthrop Group are to be incorporated into a new single division on June 2 which will known as Sterling Health Products.

All the existing Phillips Laboratories and Scott & Turner subsidiaries will come within the management scope

of the new health division.

Joint managing directors of Sterling Health Products will be Mr F. W. Whiting and Mr E. B. D. Jones. Other division directors recently appointed are Dr J. Abel, Mr J. R. M. Britten, Mr H. R. Burrell, Mr A. F. Coenen and Mr B. L. V. Nicholson.

## Dawson & Barfos loss

Dawson & Barfos Ltd had a loss of £280,656 at the net taxed level for 1970, compared with a profit of £182,157 in 1969.

A nominal 1 per cent final dividend is proposed — there was no interim so this compares with a 12 per cent total for 1969.

Losses in the engineering division exceeded by a "considerable margin" the trading profit etc turned in by the essences and fruit juice products side.

## In brief

**Bradley Pharmacy Ltd:** The company now in voluntary liquidation, has shown a trading loss since 1967 the loss being attributed to a shop opened in Fairfield and to lack of working capital. Liquidator: R. Yorston, 28 Dudley Street, Grimsby, Lincs.

**BRZ Ltd** received their first order from a Gothenburg wholesaler of chemists' sundries recently for 560,000 emery boards, to be supplied in 10,000 self-service blister packs. The company began exporting in 1968 and up to the end of March, 50 per cent of last year's production was for export.

**Optrex Ltd** have joined forces with Guest Industrials Ltd to form a new company Optrex Guest Ltd to launch and market Una-Pac (see p 635) in Europe and the UK. The new company are operating from Wadsworth Road, Perivale, Middlesex.



"O.K. wise guy. Just 'cos you're one of the family doesn't mean you're entitled to muscle in on my shelf space. Nobody makes the brand leader move — except the customers."

"Sure, Number One. I got tremendous respect for your position, but I thought maybe you and I could come to a little arrangement."

"What sorta thing you got in mind, pal?"

"Well, we're pretty alike, right? We work damn hard and we look good too. But I got something different going for me. I'm unscented, see?"

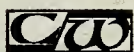
"So?"

"So . . . the way I reckon it, we're the only boys who can offer the folks a choice, right? Which oughta double the sales."

"Yeh. That'd sure go down well with the Boss. Carter-Wallace has been supporting me now for a couple a months. I've been hittin' the screen all over the country and the people just go crazy for those commercials. Believable, y'understand?"

"Sure, Number One. I had a chat with C.W. myself. The family carried out a little test to see if they was onto a good thing with me and it looks like I'm gonna be mighty popular. My sell-in was just terrific and already I'm featurin' in three new commercials of my own. You never know, I may even end up brand leader. Oh, s-s-sorry Number One. What I meant to say was, er, Number Two."

"That's better, smart aleck."



To get in touch with the big boys, contact Les Boothright at Carter-Wallace, Wear Bay Road, Folkestone, Kent. Telephone: Folkestone (0303) 55335.







Larodopa\*: just one bottle – occupying one space on your shelves and one line on your inventory – covers the whole L-Dopa dosage range with 500 mg tablets double-scored to break into halves (250 mg) and quarters (125 mg).



\*Trade mark for Roche preparations containing (–)-3-(3,4-dihydroxyphenyl)-L-alanine (Levodopa)  
Full information is available on request from Roche Medical Information Service/Larodopa, 15 Manchester Square, London W1M 6AP  
J328





## We took a leaf out of nature's book...

... and created Fresh & Dry with Natural Herbs. The first anti-perspirant to contain herbs and in a pack so attractive that nature might have created it herself. It attracts younger women instinctively.

Millions of young women will see the colourful advertising in

women's magazines, at their local cinema (and on TV in the London area). And, for you, there's a tremendous introductory bonus.

Don't miss out on the most attractive proposition since anti-perspirants themselves. You'll be surprised how naturally it sells.



Fresh & Dry anti-perspirants from Bristol-Myers.



# PEOPLE

**Mr Fred Graham MPS**, Liverpool, has been presented with the British Red Cross Society's voluntary medical service medal. Mr Graham, who is 68, founded the society's Kirkby division, is now divisional officer for Huyton, Prescott and Kirkby.

**Mr Eric J. Long**, has recently retired after over 40 years' service with A. L. Simpkin & Co, Ltd, Sheffield, where he began as office manager and then general manager. Presentations to mark his retirement were made on behalf of the directors and staff.

**Dr John Gerrard**, chairman and joint managing director of Cuxson, Gerrard & Co Ltd, presented a cheque for £100 to the runner-up in the *Daily Express* "Nurse of the Year" contest. The company also gave a cheque for £50 to the nurse placed third.

**Mr Louis V. Aronson II**, president of Ronson SpA, has been honoured by the President of Italy with the award of Cavaliere dell'Ordine al Merito della Repubblica (Knight of the Order of Merit of the Republic) for the company's contribution to the development of the lighter industry in Italy.

## Appointments

**British Agrochemicals Association:** Mr W. P. Evans has been elected chairman for 1971-72 and Mr G. L. Baldit, deputy-chairman.

**Eli Lilly & Co:** Elected to the board of the company are Mr Richard D. Wood, president of Eli Lilly International Corporation and Dr Earl B. Herr, vice-president of research, development and control for the parent company of Indianapolis, USA.

**William R. Warner & Co Ltd** have appointed Mr Melville Dungey, BA, MInstM, marketing director of their newly combined poly and consumer products divisions. Prior to his appointment at Eastleigh Mr Dungey worked for the group in Canada and Australia.

**United Glass Ltd:** Mr V. C. Hender, managing director, UG Glass Containers Ltd is to succeed Mr W. F. Spengler as group managing director on

July 9, when Mr Spengler rejoins Owens-Illinois Inc. Mr J. Small, glass container divisional director of manufacturing, will succeed Mr Hender as managing director of UG Glass Containers. Mr C. C. Lipton, at present general manager, Giralt Laporta SA, a subsidiary of Owens-Illinois in Spain is to join Mars Ltd, in both of which companies he carries senior responsibilities.

## NEWS IN BRIEF

□ Pharmacy and optical sales by Co-operatives were up by 12.4 per cent in January compared with January 1970.

□ The BBC 1 Television Programme, "Made in Britain" on Sunday, May 23 at 2.30 pm will feature Thermos Ltd.

□ The third International Gifts Fair London will be opened by Prince William of Gloucester on August 9 at Earls Court.

□ A net total of 73 pharmacy closures is recorded for March and April 1971 in Great Britain. 29 premises were added to the Pharmaceutical Society's register and 102 deleted from it.

□ The official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 147.8 at February 16, compared with 147.0 at January 19.

□ The Decimal Currency Board are considering recommending the Government to end the formal changeover period (during which both the old and the new money remain legal tender) on August 31 this year. This would be six-and-half months since Britain began the changeover.

□ A further £10,000 has been awarded for studies on the prescribing patterns of NHS general practitioners at the department of pharmacy, Heriot-Watt University (see C&D, March 20, p 317). The award was made by the Department of Health to the unit for research into drug usage at the University, under the direction of Mr A. W. Patterson.

□ Applications for registration as students with the Open University are now being received at the rate of over 1,500 a week. The university, which requires no formal academic qualifications for entry, is sending copies of the 1972 prospectus to all who send their address on a postcard to The Open University, PO Box 48, Walton, Bletchley, Bucks. Applications close on July 13.

## Topical reflections

### By Xrayser

## A redesigned EC 10

I observe, in a report of the regional conference of the Pharmaceutical Society, that proposals for a redesigned form EC 10 have been submitted to the British Medical Association (p.597). It is suggested that the form should have nine boxes corresponding to different times of the day, so that the precise time a medicine should be taken may be indicated, hospital charts having been used as a guide.

There are, no doubt, very good and compelling reasons for such a practice in the hospital ward, where the patient is under constant nursing supervision, but my first reaction to its extension into the domiciliary field is that it bristles with difficulties. To begin with, the time-honoured taking of medicine in relation to meals in the home will not be easy to break down. Moreover, much treatment is undertaken by people who remain at work, and accurate timing would be impossible in such circumstances, no matter how desirable it might be. But to load still further the amount of detail on the form seems to me to be a mistake.

There is also the problem of getting the prescriber to conform. The simple details of name, address, age and designation are even now not given enough attention.

And what of the physician who finds the present area for writing totally inadequate, covering in the process of prescribing even the columns intended for pricing? The doctor who at present is careful to write clear and precise directions — and there are some — has no need of nine boxes, while his opposite will completely ignore them. There is nothing, at present, to militate against specifying dosage requirements, and I take leave to doubt if the proposals would significantly assist in achieving the desired object.

### Original pack dispensing

The main purpose of the regional conference was to discuss original pack dispensing. What I take to be the meaning of the term is that the manufacturers of prescribed proprietary medicines would produce standard pack sizes, attractively got up, and that the doctor would agree to prescribing one, two or a dozen packs, depending on the length of treatment desired.

There was no mention of what was to happen with such drugs as tablets of codeine phosphate, thyroxine, digoxin, or the numerous others in daily use. I was not particularly impressed by the argument that the time saved would be one-and-a-half million eight-hour working days, even if calculated by the Office of Health Economics. I was impressed by Mr Teeling-Smith's statement that if manufacturers produced only unit packs the Department of Health would be compelled to pay for that size — and I fancy the Department would be impressed too.

I have found myself picturing the race to produce the most attractive packs, and visualising a situation in which the manufacturers might even open up a new era in which the capsule container rivals the snuff-box of another age.

### Thomas Heseltine

Many will be saddened by the news of the passing of Mr Heseltine, who had given his services unsparingly to pharmacy in almost every field. I came to know him well, over the years, and I thought highly of his shrewdness and of his generous nature, which showed up so well in his work in connection with the Benevolent Fund. His genial presence will be missed by all who knew him.



# HAIR CONDITIONERS CALL FOR EXPERT ADVICE

By A. F. L. Deeson MA PhD DSc

The pharmacist often complains that he spends too much of his time selling products that have little to do with his true profession.

Without getting embroiled in this argument, it seems reasonable to say that hair conditioners are certainly compatible with a pharmacist's professional image; people who need hair conditioners need expert advice. And while it is a smallish market at the moment it's one that should grow steadily.

Fumes, dirt and dust, wind, sun, prolonged heat from electric dryers, too-hot water, central heating, the incorrect use of shampoos, permanent wave solutions, bleaches and colourants, hair straightening products, bad diet can make the hair brittle and dry with split ends. It is now known that these changes are caused by loss of protein.

The old-fashioned remedy was mineral oil brushed onto the hair, but more recently a number of products have been developed specifically to maintain the body, softness and natural lustre of the hair. Most of these contain protein—either natural protein derived from egg or milk products, or gelatin, or in the form of hydrolysed proteins.

Natural proteins have some benefits to the hair, but owing to their molecular size and weight mainly only provide surface treatment of short duration. Hydrolysed proteins, which are fractionised either chemically or by enzymatic processes, become "substantive proteins" which can be readily absorbed and retained in the hair. It is not always clear whether particular products contain natural or substantive proteins, but some manufacturers such as Nutress Laboratories (Living Hair Protein Conditioner) state that their products are based on substantive proteins.

Currently, hair conditioners are usually available as creams in tubes, such as Vitapointe and Estolan, or as cream rinses, for example Tame, Vitapointe again as Vitapointe Cream Rinse, Elida's Cream Silk and Breck's Creme Rinse.

## Market size

Most marketing authorities neglect hair conditioners and there are few published figures available. Estimates of the size of this market given to me verbally range from £1-£1½ million retail from Cyanamid (Breck) to £3 million from Elida with a number of manufacturers opting for £2-£2.5 million.

Not a big market, admittedly, but one of which the chemist has a very large share indeed and should make every effort to retain. It is growing steadily, too, at anything from 5 per cent-10 per cent per

annum as estimated by leading manufacturers. (My guess is 5 per cent for cream in tubes and probably 6-7 per cent for cream rinses.)

Currently, cream rinses are thought to have 55 per cent of the market at retail sales value as against 45 per cent for creams.

With currently anything from 75-85 per cent of this market, and everyone else—hairdressers, departmental stores and supermarkets—a long way behind, the chemist should make sure he retains his share of the market in which he has been dominant ever since conditioners were first introduced.

But there is a battle on the way. A number of manufacturers believe that these products are moving towards impulse purchase and new and improved packs encourage display, which all points to a greater sale in the supermarket type of outlet.

Chemists can counteract this, firstly by displaying their hair conditioners, but even more importantly by recommending a conditioner whenever they sell a shampoo, a home perm, or a hair spray. Hair conditioners are naturals for the chemist—he can use his position as a knowledgeable adviser to the full.

## Brand leaders

Once again, too few market studies have been devoted to hair conditioners to make it possible to come out with any dogmatic statements.

The 1970 IPC Marketing Manual of the United Kingdom gives Vitapointe and Estolan as "top brands" with 38 per cent and 17 per cent of the market respectively. Both these products are genuine hair conditioners within the definitions mentioned earlier, but they are also sold on the hairdressing platform and the survey does not differentiate between creams, rinses and hairdressings.

The 1970 edition of The Cosmetic and Toiletries Survey quotes the following as leaders, but once again does not differentiate between creams and rinses and hairdressings. Also it must be noted that most manufacturers are unhappy about these estimates:

Vitapointe, 30 per cent; Estolan, 15 per cent; Tame, 6 per cent; Countess, 5 per cent; Avon, 5 per cent; Elida, 4 per cent; Corimist 3 per cent; Breck, 3 per cent; Wella/Lifetex, 2 per cent; Sheen, 2 per cent; Boots, 2 per cent; Other brands, 23 per cent.

Certainly Vitapointe and Estolan are acknowledged as brand leaders in the creams. Wella Conditioner is probably challenging Estolan for second place. In the rinses, two independent manufacturers to whom I spoke believe Gillette are brand





leaders with Tame and Gillette themselves claiming 20 per cent of total volume of cream rinse sales. Elida claim 9 per cent of the total market with Cream Silk and Shine, an aerosol spray-on conditioner. Wella cream rinse products are also well up among the leaders.

Both Estolan and Vitapointe also produce professional packs for hairdressers and in total, for these sales and retail,

Estolan claims a substantial 51 per cent of the market. Estolan was developed 40 years ago to counteract the damage to the hair caused by permanent waving and it was only after the war that it was introduced to the retail trade.

Advertising and manufacturers' support to retailers is relatively modest, simply because the conditioner market is still smallish. Elida spent about £125,000 last year

but also back extensive sampling; Lambert Chemical Co Ltd (Polycare range) spent over £160,000; Vitapointe almost the same, and Wella spent around £40,000.

Cyanamid (Breck) rely heavily on sampling and 1½ million free sachets of Breck Creme are being distributed in the current sampling programme. In December 1970 they distributed 60,000 sachets in Mecca Dance Halls; in March 1971 they gave away 300,000 in *Honey*. They have also promoted two-for-the-price-of-one campaigns and free rinses with their hair sprays. Gillette make similar sample offers for Tame, giving away free sachets with their Toni home perm. Wella have also had occasional free offers.

Point-of-sale material is available from most manufacturers and some, like Elida, Gillette and Lambert Chemical have special offers for chemists from time to time. Wella has a current bonus offer of 14 as 12, expiring in June. But this is not a cut-price market.

The Cosmetic and Toiletries Survey for 1970 indicates that 28 per cent of women currently use some form of hair conditioner, cream rinse or hairdressing. Probably the figure for hair conditioners and cream rinses is about 20 per cent.

Of these, the largest concentration of users both for conditioners and rinses is in the 19-24 age group with 13-18 age group a close second. This is basically a young woman's market although substantially more women of 35-44 use a cream conditioner rather than a cream rinse.

According to the same survey, usage of hair conditioners is highest in the North West but the same area is lowest for cream rinses. Most cream rinses are used in the South West and Wales, with London and the Midlands next and the least in Scotland.

The AB socio-economic group uses most hair conditioners and the C1 group the most cream rinses.

Currently the male market for these products is virtually non-existent.

Some manufacturers report a slight peak of sales in the summer months (more shampoos are sold in the summer) but as more and more women accept a hair conditioner as a normal follow up for shampoo demand should stay constant throughout the year.

### The future

To quote a trichologist, "modern living is hell for the hair." This situation is unlikely to improve. Couple it with the fact that women are increasingly conscious of hair beauty and the reasons why their hair may be below par and one has a situation where the hair conditioner market is likely to increase steadily. Particularly is this true of the cream rinse which has created a modern image for itself.

Currently, hair conditioners are a near-monopoly for the chemist. The danger is that as they become bigger and bigger business the supermarkets will step in. The chemist's only safeguard is to use his unique ability to advise with authority to the full and to make sure that every time a customer buys a hair product—spray, shampoo, home perm—he recommends some form of hair conditioner.





# Now ICI bring pharmaceutical standards to baby care.



THE QUEEN'S AWARD  
TO INDUSTRY  
1966 1967 1968 1969  
1970



Don't let those beautiful eye-catching packs fool you; this new ICI range of Baby Cream, Baby Lotion, Baby Talc and Baby Shampoo is much more than a pretty face. It is the answer to many a mother's plea for support in giving her baby hospital standards of hygiene and comfort.

Based on the ICI antiseptics 'Cetavlon' and 'Hibitane', each product is formulated to deal with a specific problem. Used together, they ensure that a baby's skin, scalp and hair are clean, healthy and comfortable.

National advertising and clinic endorsement will ensure that most new mothers know about Savlon Babycare products. And they will know that they are obtainable only through the retail pharmacy.

The success of the Savlon Babycare range will be built on confidence; confidence in recommending a product of ICI research, and a mother's confidence in accepting your recommendation.

**SAVLON ♥ BABYCARE**

TRADE

MARK

The medical name for mother-love

Imperial Chemical Industries Limited, Pharmaceuticals Division

'Cetavlon' (cetrimide) and 'Hibitane' (chlorhexidine) are trade marks.



# NEW PRODUCTS AND PACKS

## Sundries

### Ronson's rechargeable toothbrush

Ronson offer a "low price" automatic rechargeable toothbrush (£9.97). It comes with power handle, charger unit and three brush heads.

This new toothbrush, the TB 716, is shown off to full advantage by a striking new pack. (Ronson Products Ltd, Leatherhead, Surrey.)

### Aid to travel

Long journeys with children, or even short ones for that matter, seem to produce more crises per mile than any other family event say Jackel. A practical answer is a new travel potty by Tommee Tippee (£0.48). Shaped like a narrow jug, it has a snap-on lid, is unbreakable and designed for use by either boys or girls. (Jackel & Co Ltd, 56 Wigmore Street, London W1.)

### Optrex Una-Pac

Optrex Guest Ltd (distributors Keldon Ltd) have introduced Una-Pac, a contact lens storage case which provides a safe, efficient and hygienic routine for lenses when not in use. Loss or damage to contact lenses during rinsing is eliminated as the lenses are held in the Una-Pac (£1.39) when rinsing. When the case is closed the lenses are immersed into the soaking solution which is retained in the case for continued use, ensuring that a hydrated state exists during storage. The case remains leakproof, even when open, by the use of special neoprene washers. Confusion between right and left lenses is eliminated by position and colour-code.

For use with the Una-Pac Optrex contact lens wetting and soaking solutions have been developed which are compatible with Optrex eye lotion and Optone eye drops thus giving contact lens wearers the advantages of using the full range of Optrex products. The bottles have tapered spouts which locate in a recess on the top of the Una-Pac case for ease of filling. The wetting solution (£0.54) is a pack of 15 ml and the soaking solution (£0.64) a pack of 112 ml.

A Una-Kit (£2.25) combines the Una-Pac, wetting solution, soaking solution,



mirror and lens suction holder for ease of application, to give contact lens wearers a neat composite kit for travel (Keldon Ltd, Wadsworth Road, Perivale, Middx.)

### Scotch hair set tape launch

3M Co Scotch hair set tape will be launched through chemists on the consumer market next month. Scotch-hair set tape £0.29 is specially designed for setting hair. It sticks to damp hair and skin and is porous to allow moisture to evaporate quickly. When used for overnight setting, it is said to be more comfortable than pins or rollers.

The tape remains flat under the hair dryer and is not affected by solvents in hairsprays. When it is removed, Scotch hair set tape does not pull at the roots of the hair or leave a trace on the skin. The new consumer roll contains sufficient tape for 35 average sets.

The tape and dispenser are mounted on an attractive back card with a dozen rolls packed per display box. As an introductory deal, 3M are offering a wire counter-display stand free with purchases of three dozen rolls and giving 2½ per cent extra discount (until July 17). Also available are window streamers and folding counter displays. (3M Co Ltd, 3M House, Wigmore Street, London W1A 1ET.)



## Cosmetics and toiletries

### Four from Coty

Sheer Puffery Bronzer by Coty gives an instant tan from an aerosol, it has a moisturising element that protects the skin while giving it a golden glow. It may also be used as an under make up contouring aid. There are three tan tones: Light, medium and deep (£1.25). For the eyes come three new Coty Originals: Frosted creme eyeshadow, is waterproof and will not "crease" on the eyelid and is in four colours: Creme de Bleu, Creme de Menthe, Creme de Violette and Creme de Blanc (£1.00). Coty Originals Streamliner is a fast flowing all-in-one-liquid eyeliner. The four semi-matt shades are: Black, brown, charcoal blue and taupe (£1.50). There is also Coty Originals automatic mascara in a see-through case in four colours to complement the Streamliner: Black, brown, charcoal blue and taupe (£1.00). (Coty (England) Ltd, Great West Road, Brentford, Middlesex.)





*New carton for Radian B introduced for the three retail sizes by Radiol Chemicals Ltd, Stepfield, Witham, Essex*

#### *When shine is wanted*

Quickly applied with the fingertip Arden's Gloss Over (£0.70) can be used wherever a soft gleam is wanted — on lips, to highlight cheekbones, shine eyebrows and eyelids, give lashes a wet and appealing look. In its tiny compact, Gloss Over has a rich, rosy glow, but it is crystal clear when lightly stroked on.

Elizabeth Arden has also introduced foaming beauty bath, scented with Blue Grass (£1.70) or Memoire Cherie (£1.90). (Elizabeth Arden Ltd, 76 Grosvenor Street, London W1A 2AE).

#### *Larger Cossack*

Reckitt & Colman Toiletries have launched their new large size, 12 oz aerosol Cossack Hairspray (£0.49). Packed in half-dozens, the launch of this new size coincides with an advertising campaign in magazines and cinemas. (Reckitt & Colman toiletries division, Sunnysdale, Derby.)

#### *Rosedale herbal bath*

Rosedale have recently produced a herbal bath, to be sold initially in 25 cc sachets (5p). Rosedale herbal bath which gives the water a sea blue colour, will also in the near future be available in a new specially designed large economy bottle. (Distributors, Fassett & Johnson Ltd, 19 Radford Crescent, Billericay, Essex.)

#### **Horticultural**

##### *New Super Weedex*

Super Weedex is a new weedkiller that is claimed to kill existing weeds and prevent further germination for up to 12 months. It has been developed by Ciba-Geigy as a successor to Weedex, and is again designed solely for use on paths, drives, patios, tennis courts and similar uncultivated ground.

Unlike its forerunner, Super Weedex not only prevents germination but also destroys existing weeds, including well-established and deep rooted perennials,

thus eliminating the pre-cleaning process. Two ingredients combine to make up the weedkiller—aminotriazole and simazine, which remains in the top few inches of soil preventing further weeds from germinating.

One sachet mixes with two gallons of water in a watering can, and will cover 108 sq ft.

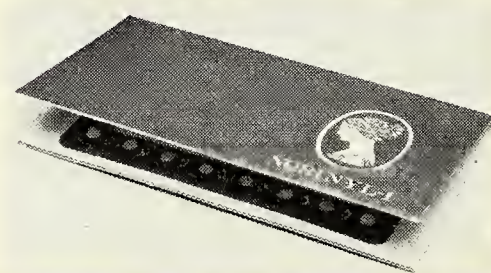
Super Weedex is available in cartons containing two (£0.35), five (£0.85), ten (£1.60) and 20 (£2.95) sachets. For trade purposes these are packaged as follows: 20 two-sachet cartons per case; 10 five-sachet cartons per case; 5 ten-sachet cartons per case; and 2 twenty-sachet cartons per case. A display carton is available. (Distributors, Wilkinson Sword (Colnbrook) Ltd, Sword Works, Southfield Road, London W4.)

#### **Veterinary**

##### *For vitamin deficiency*

Produced especially to combat vitamin deficiency in all farm animals by Crown Chemical is vital injection which contains vitamins A, D<sub>3</sub>, B<sub>1</sub>, B<sub>2</sub>, B<sub>3</sub>, B<sub>6</sub>, and B<sub>12</sub>. Pack is a 100cc container (£2.25). Premier cattle drench has been re-designed to correct indigestion and other allied disorders. It contains sodium sulphate, ammonium carbonate, anti-bloat foam emulsion, ginger essence and vitamin B<sub>12</sub>. 3-4 fl. oz. should be mixed with  $\frac{1}{2}$  pint of warm water and given three times a day. Each bottle contains 20 fl oz (£1.12). (Crown Chemical Co Ltd, Lamberhurst, Kent.)

*Norinyl-1, the oral contraceptive from Syntex Pharmaceuticals Ltd, St Ives House, Maidenhead, Berks enters its fifth year on the UK market with restyled packaging. A white cameo has been added to the front flap of the blue wallet to give "a more feminine appearance"*



## ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

**Band-Aid washproof plasters:** Ln, So, M, G, WW, Sc

**Body Mist:** All except E

**Brylcreem:** All except Y, E

**Cool Charm:** Ln, So

**Liquid Radox:** Ln, M, Lc, Y, So, NE, A

**Macleans Freshmint:** We, CI

**Old Spice deodorants:** All except E

**Polaroid cameras:** All except E

**School exercise sandals:** All areas

**Trufood Spoonfoods:** Lc

**Vaseline Intensive Care lotion:** Sc, So

# PRESCRIPTION SPECIALITIES

#### **VIBRIOMUNE-M vaccine**

**Manufacturer** BDH Pharmaceuticals Ltd, Birbeck Street, London E 2.

**Description** A mixed cholera vaccine conforming to the requirements of the BP Addendum 1969, which contains in addition to *V.cholera* the eltor biotype of this strain.

**Packs** Ampoules: 1 ml (£0.15, trade), vials: 10 ml (£0.60), 50 ml (£2.40)

**Issued** May 1971

#### **INTEGRIN capsules**

**Manufacturer** Winthrop Laboratories, Surbiton, Surrey

**Description** Grey/green capsules, marked "Integrin 10", containing 10 mg oxypertine

**Indications** Anxiety neuroses

**Contraindications** Should not be given with or after the recent use of monoamine-oxidase inhibitors

**Dosage** One capsule three or four times a day, for the milder effect the mid-day dose may be omitted. Dose may be increased to six capsules daily

**Precautions** Alcohol, or other tranquillisers may potentiate the effect of oxypertine

**Side effects** Drowsiness may occur in some patients and a few may experience a dry mouth and dizziness.

**Packs** 100 capsules (£0.69, trade), 500 (£8.22)

**Supply restrictions** Recommended on prescription only

**Issued** May 1971

#### **PRIPSEN powder**

**Manufacturer** Reckitt & Colman Products Ltd, Dansom Lane, Hull HU8 7DS

**Description** Raspberry flavoured powder containing in each 10 g, 4 g piperazine phosphate and standardised senna equivalent to 14 mg of fennosides A and B

**Indications** Roundworm and threadworm infections

**Contraindications** Severe bilateral renal dysfunction

**Dosage** Adults and children over six years: one sachet; children one to six years: two-thirds of a sachet; infants aged three months to one year: one-third of a sachet. For threadworm the dose should be repeated after 14 days, for severe roundworm infections prophylactic doses may be given at monthly intervals. The powder should be mixed in a half a tumbler of milk and drunk at once

**Side effects** Rarely transient visual disturbance and vertigo virtually eliminated with single dose therapy.

**Pack** 10 g sachet (£0.10, trade, £0.14, retail)

**Issued** May 1971

#### **ZYPANAR granules**

**Manufacturer** Armour Pharmaceutical Co Ltd, Hampden Park, Eastbourne, Sussex

**Description** A presentation of pancreatin containing proteolytic and amylolytic activity equivalent to three times that of pancreatin BNF and lipolytic activity equivalent to not less than 20 lipase Willstater units per g

**Indications** Cystic fibrosis, steatorrhoea, pancreatitis and other symptoms of pancreatic deficiency

**Dosage** Infants up to four months, one 5 ml spoonful daily; children up to five years, five 5 ml spoonfuls daily. Other doses as directed by the physician

**Packs** Bottles of 200 g (£1.80, trade) and 500 g (£4.00) **Issued** June 1, 1971



# Now Scholl turn your ideas about beauty upside down

With 3 new beauty care products for feet and legs

Heavy advertising in mass circulation women's magazines has already started and will continue throughout the summer. Over 83% of all women will see these campaigns time and time again.

Display NOW  
and reap the benefit.

**Scholl**





# We're sending him into millions



Half a crab seen through Polaroid  
polarising sunglasses.  
(they kill reflected glare)



# WEEKLY CHANGES AND ADDITIONS

## February Quarterly Price List

**'Contac 400'**  
for 12 months  
continuous profit!



### THE CHEMIST & DRUGGIST Price List Service

Ensure accurate pricing, look in this supplement under This Week's Changes and Stop Press followed by the Cumulative Section commencing on p 1. If the price you are seeking does not appear in this supplement, refer to the Quarterly List. Discard older supplements.

Trade prices are given per unit unless otherwise stated. Bold upright figures (0.14) in the retail column indicate the price is subject to resale price maintenance. Italic figures (0.14) is manufacturer's recommended price. Light upright figures (0.14) is a suggested guide. A=Price advanced. R=Price reduced. ●=New entry. D=Delete. C=Correction. Insert.

	Trade £·p	Tax £·p	Retail £·p
<b>Debut (366 Dendron)</b>			
EF 600 small	3.64dz	1.90dz	0.59
medium	6.10dz	3.19dz	0.99
1200 small	4.56dz	2.38dz	0.74
medium	7.39dz	3.86dz	1.20
large	12.26dz	6.41dz	1.99
<b>Clock (514 Gillette)</b>			
shades carbon	5	1.10	0.40
	(20 pkts)	(20 pkts)	0.10
<b>Day (705 Kirby)</b>			
summer treatment	3.30dz	—	0.47
(1113 S & B) existing entry			
(1113 S & B)			
olognettes	6240	—	0.16
family size	6245	—	0.54
au de Cologne			
original shape	6001	—	4.90
	6002	—	3.50
	6003	—	2.30
	6004	—	1.55
	6005	—	0.85
	6020	—	2.75
decanter	6008	—	0.17
mini-bottle	6007	—	0.30
trial	6006	—	0.48
watch shape	6021	—	1.30
metered spray	6572	—	0.42
and cream			
de Cologne			
aerosol	6350	—	0.94
flow-on	6352	—	0.35
sprinkler bottle	6351	—	0.68
cap (I)	6459	—	0.25
alum	6570	—	0.35
perfumed	6571	—	0.49
<b>asin (1599 Winthrop)</b>			
derm (288 Commercial)			
derm (1576 CSL)			
ecoline (1336 WJ & C)	8	0.34	—
mpoules 100mg			0.51
chromycin (746 Lederle) TS			
intramuscular 100mg 10	1.77	—	2.65
	6	—	—
pediatric drops 10ml	0.20	—	0.30

	Trade £·p	Tax £·p	Retail £·p
<b>Achromycin V (746 Lederle) TS</b>			
pediatric drops 10ml	0.25	—	0.37
<b>Acidol-pepsin (1599 Winthrop)</b>			
tablets 50	0.20	—	0.30
<b>Acti-Jel (922 Ortho)</b>			
with applicator	0.42	0.11	0.74
tube only	0.30	0.11	0.56
<b>Acnaveen (346 Dales)</b>			
<b>Acnaveen (710 Knox)</b>			
<b>Acnil (1530 Fisons)</b>	25g	1.22dz	0.42dz
<b>Acriflex (34 A &amp; H)</b>	35g	0.11	—
<b>Actomol (649 ICI)</b>			
capsules 5mg	25	—	—
<b>Actron (843 ML)</b>			
tablets 10	1.10dz	0.38dz	0.17
20	1.88dz	0.66dz	0.29
100	—	—	—
<b>AD70 (126 Biocos)</b>			
clixir 100ml	0.30	—	0.50
300ml	0.75	—	1.00
<b>Adagio (1435 F5)</b>			
fragrant mist			
whisper spray	4.15dz	2.285dz	0.75
<b>Adalin (1599 Winthrop)</b>			
<b>Ad-Pilo (61 APC)</b>			
ophthalmic solution 1%			
10ml	0.30	—	—
<b>Adcortyl (1167 Squibb) TS</b>			
in Orabase			
dental paste 10g	0.48	—	0.72
5g	—	—	—
<b>Adrenapax (868 MC)†</b>			
450g	1.50	—	—
<b>Acrophagyl (1336 WJ &amp; C)</b>			
tablets 48	0.33	0.12	0.62
<b>Afdigyl (1336 WJ &amp; C) †sl</b>			
tablets 50	0.17	—	0.25
200	0.40	—	0.60
<b>After Six (337 Curtis)</b>			
after shave lotion 110cc	5.00dz	2.75dz	0.88
<b>Agfatronic (16 AGL)</b>			
flashguns 160B	—	—	17.58
<b>A.H.G. (810 Maw)</b>			
bovine	1	3.50	—
porcine	1	3.50	—
<b>Albamycin (1263 Upjohn) TS</b>			
capsules 250mg 16	1.72	—	—
100	9.00	—	—
tablets	—	—	—
<b>Alberto-Culver (1437 ACC)</b>			
VO5 hair spray 75g	2.05dz	1.13dz	0.34
130g	2.89dz	1.59dz	0.48
220g	4.22dz	2.32dz	0.70
<b>Get Set hair spray</b>			
natural hold 120g	1.72dz	0.95dz	0.28
super hold 120g	1.72dz	0.95dz	0.28
for greasy hair 120g	—	—	—
<b>Alepsal (1336 WJ &amp; C) †sls4A</b>			
tablets 100mg 20	0.13	—	0.20
250	1.40	—	2.10
50mg 30	0.13	—	0.20
gr 0.23 80	—	—	—
<b>Alevaire (1599 Winthrop)</b>			
solution 60ml	0.30	—	0.45
500ml	0.79	—	—
<b>Alfonal (29 Alfonal)</b>			
Lin-O-Saf safflower oil			
10oz	1.36dz	—	0.15
1pt	2.32dz	—	0.26
1gal	1.41dz	—	1.88
<b>Maizy biscuits plain or</b>			
ginger 7oz	1.14dz	—	0.12
corn oil 1pt	2.03dz	—	0.23
1qt	3.81dz	—	0.42
1gal	1.15	—	1.54
with alphium 1pt	2.03dz	—	0.23
margarine 1lb	2.20	—	0.12
(2dz)			

	Trade £·p	Tax £·p	Retail £·p
<b>Snow-Queen non-fat milk</b>	1lb	3.45	—
	(2dz)	—	0.19
<b>Sun-O-Life margarine</b>	1lb	1.95	—
	(2dz)	—	0.11
<b>sunflower seed oil</b>	1pt	1.24dz	—
	1qt	2.06dz	—
	1gal	3.86dz	—
	1.22	—	1.63
<b>yeasty savoury spread</b>	6oz	4.16	—
	(2dz)	—	0.23
<b>Algocratine (1336 WJ &amp; C) †s4B</b>			
cachets 8	0.20	0.07	0.37
<b>Alka Cold (843 ML) Harlech and West areas only</b>			
tablets 10	1.39dz	0.48dz	0.19
<b>Alkadonna (228 Carlton)</b>			
tablets 60	0.19	0.07	—
500	1.37	—	—
1000	2.63	—	—
<b>Alkadonna-P (228 Carlton) †sls4A</b>			
tablets 60	0.20	0.075	—
dp 500	1.43	—	—
dp 1000	2.65	—	—
<b>Alka-Seltzer (843 ML)</b>			
tablets 8	0.93dz	0.32dz	0.13
12	1.14dz	0.40dz	0.16
<b>Allenbury's (34 A &amp; H)</b>			
pastilles			
blackcurrant 2oz	1.15	0.26	0.18
	(10/12dz)	(10/12dz)	
	0.64	0.15	1.01
<b>Allinson (40 Allinson)</b>			
dried yeast 4oz	3.65	—	0.12
	(3dz)	—	—
starch reduced rolls			
white or brown 15	3.72	—	0.12
	(3dz)	—	—
	2.14dz	—	0.21
<b>Alloferin (1074 Roche) †sls4A</b>			
ampoules 10mg/2ml 10	0.89	—	1.34
6	—	—	—
<b>Almay (39 Almay) existing entry</b>			
<b>Almay (39 Almay)</b>			
complete make-up	0.345	0.18	0.70
compact make-up	0.32	0.17	0.65
refill	0.22	0.115	0.45
deep mist			
cream cleanser	0.445	0.23	0.90
liquid cleanser	0.345	0.18	0.70
moisture cream jar	0.595	0.31	1.20
tube	0.345	0.18	0.70
night cream	0.445	0.23	0.90
shampoo	0.24	0.09	0.45
skin tonic	0.345	0.18	0.70
dry skin			
gentle skin toner	0.395	0.205	0.80
extra creamy cleanser	0.42	0.22	0.85
eye care cream	0.37	0.195	0.75
moisture guard	0.47	0.245	0.95
night care cream	0.49	0.255	0.99
eyebrow colour	0.37	0.195	0.75
eyebrow pencil	0.175	0.09	0.35
eye liner cake	0.295	0.155	0.60
dew	0.36	0.19	0.73
eye liner liquid	0.345	0.18	0.70
brush	0.19	0.07	0.35
eye make-up remover pads	0.27	0.14	0.55
eye shadow brush-on	0.395	0.205	0.80
soft lustre	0.49	0.255	0.99
superlight trio	0.485	0.255	0.98
face powder	0.395	0.205	0.80
hush blush	0.69	0.36	1.40
lipstick colour moist	0.27	0.14	0.55
pure sheer	0.27	0.14	0.55
liquid make-up	0.295	0.155	0.60
mascara	0.41	0.215	0.83
refill	0.27	0.14	0.55

the most versatile digitalis glycoside

# LANOXIN\* DIGOXIN

TABLETS • SOLUTION • INJECTION • PAEDIATRIC ELIXIR



BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) DARTFORD, KENT.

\*Trade Mark



	Trade £.p	Tax £.p	Retail £.p
nail enamel clear	0.175	0.09	0.35
creme glaze	0.25	0.13	0.50
frosted	0.25	0.13	0.50
remover	0.20	0.105	0.40
base & top coat	0.175	0.09	0.35
under eye cover cream	0.37	0.195	0.75
<b>Almevax (208 BW)</b>			
rubella vaccine ampoules	3	2.85	—
<b>Aluhyde (868 MC) †s4A</b>			
tablets	500	3.00	—
<b>Aluphos (1530 Fisons)</b>			
gel	170ml	1.13dz	—
tablets	2.25l	12.00dz	—
	50	1.20dz	0.15
<b>Amami (105 BTD)</b>			
hairspray			
<b>Ambassador (1562 CCL)</b>			
after shave	80g	—	0.75
brilliantine solid	70g	—	0.39
Cologne	80g	—	1.00
pre-shave lotion	80g	—	0.75
Alaska			
after shave lotion	65cc	—	1.20
	113cc	—	1.75
Cologne	65cc	—	1.50
	113cc	—	2.30
Leather			
after shave lotion	113cc	—	1.75
Cologne	113cc	—	2.30
<b>Ambre Soie (525 Golden)</b>			
duo-tan aerosol		4.72dz	2.60dz
home tan aerosol		—	—
<b>Ambre Solaire (525 Golden)</b>			
oil		4.72dz	2.60dz
aerosol		—	—
<b>Ampiclox Neonatal (1393 BRL) †5</b>			
oral suspension		0.49	—
drops		—	—
<b>Amplex (67 Ashe)</b>			
capsules	28	1.17dz	0.42dz
	60	1.96dz	0.70dz
	140	3.38dz	1.21dz
deodorant roll-on		1.27dz	0.68dz
spray-on		1.27dz	0.68dz
aerosols		2.49dz	1.34dz
shampoo dog	1½ oz	0.87dz	0.31dz
	3oz	1.21dz	0.43dz
	1 gal	1.33	0.48
poodle	1½ oz	1.21dz	0.43dz
	3oz	1.86dz	0.66dz
spirit dry	1½ oz	1.07dz	0.38dz
	3oz	1.82dz	0.65dz
tablets clinical	15	1.10dz	0.39dz
	50	3.10dz	1.11dz
standard	250	1.27	0.45
	30	0.88dz	0.31dz
	100	2.47dz	0.88dz
	250	0.42	0.15
veterinary	1000	1.32	0.47
	20	1.08dz	0.39dz
	50	2.44dz	0.87dz
	100	4.46dz	1.59dz
	250	0.90	0.32
<b>Amplexol (67 Ashe)</b>			
	2oz	1.02dz	0.36dz
	8oz	2.39dz	0.85dz
<b>Amylatin (126 Biocos)</b>			
	30g	0.25	—
<b>Amylozine (1153 SKF) †s4A</b>			
Spanule capsules	30	0.68	—
	250	5.35	—
<b>Anaderm (705 Kirby)</b>			
pile ointment †		1.25dz	0.46dz
<b>Anadin (655 ICC)</b>			
tablets	4	1.06	0.39
	8	0.47dz	0.17dz
	20	1.13dz	0.41dz
	50	2.19dz	0.80dz
	100	3.59dz	1.32dz
<b>Anafranil (501 Geigy) †54B</b>			
ampoules 25mg/2ml	10	1.25	—
	50	6.00	—
capsules 25mg	100	2.125	—
	500	10.25	—
syrup 25mg/5ml	150ml	1.925	—
<b>Analgin (901 Norton) †DDI</b>			
(distributors 1545 Vetric)			
tablets	100	0.40	—
<b>Ananase (324 Crookes)</b>			
forte	25 and 250	—	—
<b>Anaphylline (1178 Stafford)</b>			
tablets	500	—	—
<b>Anbesol (655 ICC)</b>			
oral antiseptic		1.55dz	0.57dz
<b>Andre Philippe (48 AP) existing entry</b>			
<b>Andre Philippe (48 AP)</b>			
after shave lotion	103	2.30dz	1.265dz
bubble bath bubbles	19	2.55dz	0.93dz
bubble bath			
bubble bottle	25	1.87dz	0.687dz
candlestick	7	2.55dz	0.93dz
cocktail	30	5.00dz	1.83dz
daddy Christmas	32	2.55dz	0.93dz
decanter	8	4.75dz	1.74dz
dimple	2	0.80dz	0.295dz
gift set trio	33	4.00dz	1.465dz

	Trade £.p	Tax £.p	Retail £.p
slim diamond	14	3.40dz	1.245dz
swan dimple	3	1.87dz	0.687dz
baby	1	0.80dz	0.295dz
piggy bank	21	2.00dz	0.73dz
twist bottle	6	1.20dz	0.44dz
continental	35	7.20dz	2.64dz
unicorn	16	7.50dz	2.75dz
Cologne bubble bottle			
	38	1.67dz	0.92dz
dimple bottle	37	0.72dz	0.395dz
slim diamond	24	3.00dz	1.65dz
unicorn	18	6.75dz	3.715dz
Cologne/lavender	34	6.60dz	3.63dz
Cologne swan dimple	23	1.67dz	0.92dz
baby size	36	0.72dz	0.395dz
eau de Cologne			
twist bottle	27	1.10dz	0.605dz
hairdressing for men			
hairdressing for men	104	2.30dz	1.265dz
hair lacquer			
aerosol 8 oz	11	1.67dz	0.92dz
refill bottle	12	0.72dz	0.395dz
hair spray aerosol 8oz			
	17	1.67dz	0.92dz
toilet water decanter	26	4.30dz	2.365dz
<b>Andrews (976 PL)</b>			
liver salt	4oz	1.21dz	0.405dz
	8oz	2.19dz	0.735dz
	8oz	2.25dz	0.75dz
diabetic			
<b>Angel Face (256 CPL)</b>			
face powder		1.07dz	0.54dz
lipstick Stay fast		1.07dz	0.54dz
<b>Anne French (655 ICC)</b>			
glow 5 mask sachets	1	0.62dz	0.34dz
	3	1.54dz	0.85dz
cleansing milk	206cc	2.95dz	1.62dz
golden tan	26g	1.27dz	0.70dz
Hidden Beauty		2.16dz	1.19dz
<b>Anskels (1152 5K)</b>			
	2oz	1.02dz	—
<b>Antigrippine Midy (1336 WJ &amp; C)</b>			
<b>Anusol (1310 WV)</b>			
suppositories	12	2.08dz	0.763dz
<b>Aphrodisia (446 FI)</b>			
Cologne spray	1785	0.48	0.265
<b>Apoline Chapoteaut (1336 WJ &amp; C)</b>			
capsules	20	0.51	0.19
<b>Apple Blossom (596 HR)</b>			
skin perfume	1oz	—	0.60
splash Cologne		—	0.95
<b>Applefords (57 Appleford)</b>			
blackcurrant juice	12oz	2.24dz	0.49dz
natural lemon juice	12oz	1.70dz	0.375dz
<b>Aproten (227 Erba)</b>			
diabetic products			
crispbread	265g	0.49	—
semolena	200g	0.20	—
Protect-a-Print leader			
std. 8		0.27	—
sup. 8		0.27	—
Reel-Ups		0.20	—
transfer movie wipes			
1		0.30	—
2		0.30	—
<b>Aquamox (746 Lederle) †s4B</b>			
tablets 50mg	100	2.25	—
<b>Aquamox-R (746 Lederle)</b>			
<b>Aqua Net (1092 Saga)</b>			
sachet refill	50cc	0.34dz	0.19dz
<b>Aquarius (813 MF)</b>			
after bath powder		1.0144	0.555
bath gelée		0.9406	0.515
bath silk		0.9406	0.515
body gleamer		0.9406	0.515
body splash		0.9406	0.515
Cologne spray mist		0.6667	0.365
perfume essence		1.1878	0.655
<b>Aquasan (430 Eucryl)</b>			
toilet cleanser refill		1.16dz	—
<b>Arlef (938 PD) †s4B</b>			
Kapseals	200mg	1.70	—
	250	8.18	—
<b>Armoricaine (1336 WJ &amp; C)</b>			
powder		0.59	0.22
	2lb	2.53	0.93
<b>Arocin (851 MHP)</b>			
capsules	100	4.60dz	—
	200	8.45dz	—
<b>Arrid (235 Carteret) existing entry</b>			
<b>Arrid (235 CV)</b>			
anti-perspirant extra			
dry aerosol			
standard	130g	2.86dz	1.50dz
	190g	3.49dz	1.83dz
	255g	4.48dz	2.34dz
unscented	130g	3.24dz	1.13dz
	190g	3.96dz	1.38dz
	255g	5.08dz	1.77dz
anti-perspirant			
supreme cream	15g	1.57dz	0.58dz
	28g	1.96dz	0.72dz
roll-on	28g	1.95dz	1.07dz
refill	28g	1.72dz	0.95dz
spray	45cc	1.69dz	0.62dz
<b>Arrowtabs (1402 AL) existing entry</b>			
<b>Arrowtabs (1402 AL)</b>			
Arrowgards 2½ in sq.	20	0.30	—
Arrowmounts		0.11	—

	Trade £.p	Tax £.p	Retail £.p
<b>Arrowsleeves</b>			
4 in x 5 in	0.27	—	0.40
5 in x 7 in	0.33	—	0.50
8½ in x 6½ in	0.50	—	0.75
10 in x 8 in	0.60	—	0.90
<b>Arrowtabs</b>			
colour slide album			
35mm	1.67	—	2.50
2½ sq.	1.67	—	2.50
<b>Flashlector umbrella</b>			
hand movie viewer			
std. 8	1.50	—	2.25
sup. 8	1.50	—	2.25
lens tissues (50)	0.07	—	0.10
mini viewer M.P.	10	0.22	0.45
negative storage album			
35mm	0.83	—	1.25
2½ sq.	0.83	—	1.25
photo corners	0.13	0.05	0.25
plastic r/mounts			
24 x 36mm	36	0.20	—
18 x 24mm	36	0.27	—
2½ sq.	24	0.33	—
<b>Asahi Pentax (1027 Rank)</b>			
camera Spotmatic II			
with 50mm f/1.4 lens	—	—	179.93
f/1.8 lens	—	—	159.91
<b>Ascon (311 C) †</b>			
suspension	200ml	0.1925	0.07
tablets	20	0.1042	0.035
<b>Ash (1556 Farillon)</b>			
dental floss	12yd	0.80dz	0.29dz
<b>Askit (69 Askit)</b>			
powders trade dispenser			
30 x 3		0.825	0.285
<b>Asmal (901 Norton) †s4A</b>			
(distributors 1545 Vetric)			
tablets	100	0.33	—
	500	1.32	—
<b>Aspro (893 Nicholas)</b>			
tablets	8	1.895	0.645
	24	(4 dz)	(4 dz)
	24	2.575	0.86
	60	(2 dz)	(2 dz)
	120	2.445dz	0.83dz
	8	4.14dz	1.40dz
soluble	24	0.56dz	0.19dz
		1.335dz	0.455dz
<b>Astral (333 Cupal) existing entry</b>			
<b>Astral (333 Cupal)</b>			
air fresheners			
general purpose block			
Junior	—	—	0.05
Bouquet	—	—	0.08
Saniflo	—	—	0.17
bubble pack blocks			
Apple Blossom, Carna-			
tion, Honeysuckle,			
Lavatory Bowl,			
Magnolia, Rose Petal,			
Freesia	—	—	0.10
Car freshener, Petal	—	—	—
Fresh	—	—	0.12
D/A toilet blocks	—	—	0.12
aerosols			
Touch of Spring, Floral			
Bouquets, Freesia			
super household,			
Honeysuckle super			
household, Apple			
Blossom, kitchen			
deodorant	—	—	0.21
Nice'n Fresh bathroom	—	—	0.31
<b>Athera (851 MHP)</b>			
tablets	40	1.30dz	0.48dz
	100	2.80dz	1.03dz
	500	10.70dz	3.93dz
<b>Atlas (1233 Thorn)</b>			
Flashcube	(1)	—	0.23
Magicube	(1)	—	0.29
Miniflash AGIB	(1)	—	0.05
Truflash IB	(1)	—	0.05
photographic			
lamps			
PI/1		0.15	—
PI/2		0.39	—
PI/6		0.77	—
PI/8		2.92	1.04
PI/9		3.03	—
PI/11		4.51	—
PI/12		3.52	—
PI/13		2.53	—
PI/15		4.02	—
P2/1		1.10	—
P2/4		0.94	—
P2/5		0.94	—
P2/6		3.03	—
P2/7		5.01	—
P2/8		4.51	—
P2/10		4.95	—
P2/12		5.01	—
<b>Atrixio (1164 55L) existing entry</b>			
<b>Atrixio (1164 55L)</b>			
hand care tin	404	0.87dz	0.454dz
	408	1.287dz	0.672dz
	426	2.258dz	1.198dz
	409	7.549dz	4.001dz
tube	406	1.085dz	0.578dz
<b>Auraltone (1295 Wade) †</b>			
	15ml	0.15	0.05



	Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p
ra (243 Cernelle)				Belladenal (1098 Sandoz) †5154A					Bisolvon (145 B)		
y foods				tablets 100	0.43	—	0.65		ampoules 4mg/2ml 5	0.50	—
real with chocolate,				retard 100	0.50	—	0.75		Blattanex (96 BA)		
real with honey 7oz	2.475	—	0.16½	Bellergal (1098 Sandoz) †5154A					insecticide aerosol	4.80dz	—
	(1½dz)			tablets 100	0.83	—	1.25		puffer 1	68dz	—
real with fruit,				250	1.95	—	2.93		Bleu Marine (Cardin (1131 Shulton))		
real with rusks &				1000	7.50	—	11.25		eau de toilette 4oz	—	3.26
ange 7oz	3.90	—	0.26	retard 100	1.45	—	2.18		Body Mist (105 BTD)		
	(1½dz)			250	3.50	—	5.25		anti-perspirant aerosol		
yme (369 DL)				Beltona (312 AC)					4oz	2.25dz	1.24dz
no (346 Dales)				lotion 150ml	0.206	0.075	0.35		6oz	2.895dz	1.595dz
no (710 Knox)				300ml	0.294	0.108	0.50		32cc	1.545dz	0.85dz
on (78 A5 & Co)				2l	0.94l	0.345	1.60		squeeze pack		
it extract 1lb	2.00dz	—	0.25	Beltux (243 Cernelle)					old packs		
2lb	3.74dz	—	0.44	multi-vitamin tablets 30	—	—	0.45		Boldine Houde (1336 WJ & C)		
7lb	0.89	—	—	Benerva (1074 Roche)					granules 50	0.25	0.09
1lb	2.08	—	0.26	ampoules 25mg/1ml 10	0.28	—	0.42		Bonomint (1037 Reckitt)		
2lb	3.86	—	0.47	12	—	—	—		6	0.48dz	0.168dz
7lb	0.99	—	—	100mg/1ml 10	0.45	—	0.68		16	0.99dz	0.343dz
razzi sticks 250g	0.40	—	—	3 and 12	—	—	—		Bonzine (333 Cupal) †		
500g	0.70	—	—	tablets 3mg 500	—	—	—		travel sickness tablets		
1kg	1.38	—	—	100mg 25	—	—	—		20	1.28dz	—
1lb & 2lb	—	—	—	Benoxyl (1191 Stiefel)					2oz	1.17dz	—
blend (810 Maw)				cream plain, regular or					4oz	2.14dz	—
ol 346.00	0.64dz	—	0.08	strong 30g	0.29	—	0.44		8oz	3.74dz	—
y Life (1499 BLP)				Benylin (938 PD)					16oz	6.82dz	—
y pants				expectorant 2.25l	1.40	—	2.10		Breeze (756 Lever)		
opular N30	0.53dz	—	0.06½	Benzac (1335Wigglesworth) †					soap toilet	3.036	1.07l
ex. large N35	0.53dz	—	0.06½	tablets 15	0.88dz	0.32dz	0.14		(6 doz)	(6 doz)	0.06½
triple pack	1.15dz	—	0.14	Benzedrex (1153 5KF)†					bath	2.35	0.829
unpacked	0.39dz	—	0.05	inhaler	1.32dz	—	0.16½		(3 doz)	(3 doz)	0.10
ps and feeders				Betadine (117 BPL)					Brocadopa (192 Brocades) †s4B		
No. 133	0.75dz	—	0.09½	Betadine (878 Napp)					capsules 125mg 100	1.10	—
No. 134	0.86dz	—	0.11	ointment 60g	0.42	—	0.56		250	2.60	—
No. 135	1.05dz	—	0.13	Bidex (631 Hudnut)					250mg 100	2.16	—
No. 136	1.25dz	—	0.15½	dry spray	2.435dz	1.34dz	0.40		250	5.13	—
No. 137	1.30dz	—	0.16½	liquid bottle	2.315dz	1.275dz	0.38		500mg 100	4.22	—
No. 140	2.33dz	—	0.29	sachet 6	0.915dz	0.505dz	0.15		250	10.05	—
No. 142	1.16dz	—	0.14½	talcum aerosol	3.225dz	1.775dz	0.53		100	4.10	—
No. 144	1.68dz	—	0.21	Bi-Citrol (1336 WJ & C)					tablets 500mg		
No. 145	2.11dz	—	0.26	granules	0.38	0.14	0.71		Bronchipax (67 Ashe)		
No. 146	2.04dz	—	0.25½	Big D (1572 DF)					tablets	6	0.90dz
No. 148	3.50dz	—	0.44	spot remover	2.04dz	—	0.25		24	2.42dz	—
y Safe (705 Kirby)				Billesholm (59 Ardente)					48	4.10dz	—
erilising tablets 18	1.65dz	—	0.21	anti-noise ear protection	0.09	—	0.14		Bronchotone (1295 Wade)†		
trim (1074 Roche) †54B				ear defender 2.16	—	—	2.87½		100ml	0.17	0.06
suspension 100ml	1.13	—	1.70	Bilson's (125 TJB) existing entry					500ml	0.72	—
blets 100	4.40	—	6.60	Bilson's (125 TJB)					2l	2.50	—
500	20.00	—	30.00	nerve food 8oz	2.16dz	—	0.24		Bronnley (194 Bronnley)		
to (727 Lane)				16oz	3.87dz	—	0.43		soap eggs 0107	—	—
hletes foot lotion 14g	1.55dz	0.57dz	0.25	Beatnic 1oz	6.57dz	—	0.73		pre-make up 0523	—	—
orn salve 7g	0.60dz	0.22dz	0.10	Superlex 2oz	1.98dz	—	0.22		soap Victoriana	—	—
ot balm 40g	1.25dz	0.46dz	0.19	Biobalm (851 MHP)	4oz	1.10dz	0.40dz	0.16½	Bronskels (1152 SK)†DDI		
100g	1.90dz	0.70dz	0.30	Biocrin (1282 VB)					2oz	1.10dz	—
d-Box (67 Ashe)				treatment shampoo	1.80dz	0.66dz	0.30		Brooklax (1037 Reckitt)		
olaire	1.57dz	0.84dz	0.27	biological tonic oil	—	—	—		6	0.48dz	0.168dz
air perfume	0.98dz	0.53dz	0.17	Bishops (132 AB) existing entry					18	0.99dz	0.343dz
ray tint	2.06dz	1.10dz	0.35	Bishops (132 AB)					Brut (446 FI)		
shee (67 Ashe)				caffeine 100g	1.80dz	0.66dz	0.25		deodorant spray 5412	0.59	0.325
sect powder	1.61dz	—	0.19	200g	3.10dz	1.135dz	0.45		old pack	—	—
me (793 MFL)				500g	6.25dz	2.29dz	0.90		Brylcreem (105 BTD)		
ure yeast				100g	1.80dz	0.66dz	0.25		dispenser		
extract 3½oz	1.30dz	—	0.15	200g	3.10dz	1.135dz	0.45		Buto (128 Biometica)		
7oz	2.08dz	—	0.23	500g	6.25dz	2.29dz	0.90		hair remover 24g	1.39dz	0.74dz
1lb	3.90dz	—	0.43	100g	2.02dz	0.735dz	0.30		51g	1.99dz	1.06dz
ow sodium 3½oz	1.40dz	—	0.16	200g	3.40dz	1.245dz	0.50		super with D.I.A.	3.41dz	1.82dz
7oz	2.20dz	—	0.24	500g	6.30dz	2.31dz	1.00		lemon lotion		
1lb	4.20dz	—	0.44	36	1.80dz	0.66dz	0.25		depilatory 125g	2.79dz	1.49dz
quinol HC (1530 Fisons) T5				90	3.90dz	1.43dz	0.62		Buxton (1323 Westmacott)		
mol (179 BDH)				100g	1.80dz	0.66dz	0.25		Buxton (214 Buxton)		
ap	0.72dz	0.26dz	0.10	200g	3.10dz	1.135dz	0.45		B'Xtra (175 BCP)		
box of 3	2.16dz	0.79dz	0.29	500g	6.25dz	2.29dz	0.90		tablets 18	1.08dz	—
en (67 Ashe)				100g	1.20dz	0.44dz	0.20		Cadum (280 CP)		
blets 15	0.76dz	0.27dz	0.11	200g	2.25dz	0.82dz	0.35		soap	toilet	2.31
caron (542 FBA)				500g	4.10dz	1.50dz	0.70		(6 dz)	0.85	0.05
blets 25mg 50	1.18	0.43	2.20	100g	2.50dz	0.915dz	0.36		(6 dz)	0.85	0.7½
150	3.35	1.23	6.26	200g	3.90dz	1.43dz	0.62		(4 dz)	(4 dz)	—
r Brand (1449 R & CFD)				500g	6.30dz	2.31dz	1.00		2.04dz	—	0.24
b honey 8oz	1.80dz	—	0.18	pipermag for worms					Cafdan (588 H & H)		
ucaire (430 Eucryl)				10g	0.90dz	0.33dz	0.12		Cafergot (1098 Sandoz) †5154A		
eaning fluid small	1.26dz	—	0.15	100g	2.50dz	0.915dz	0.36		suppositories 6	0.43	—
large 3.03dz	—	—	0.37	200g	3.90dz	1.43dz	0.62		30	1.90	—
1gal 1.50	—	—	2.25	500g	6.30dz	2.31dz	1.00		100	1.90	—
utisheen (101 Beautisales)				100g	4.10dz	1.50dz	0.60		tablets		
ray tonic 141g	0.42	0.23	0.86	200g	2.02dz	0.735dz	0.30		Cafergot Q (1098 Sandoz) †54B		
osed (901 Norton) †s14A				100g	3.40dz	1.245dz	0.50		20	0.45	—
distributors 1545 Vestric)				200g	6.30dz	2.31dz	1.00		100	2.10	—
ixir 500ml	0.55	—	—	500g	6.30dz	2.31dz	1.00		Calgon (26 A & W)		
2l	1.90	—	—	Vichy Varalettes 150	2.20dz	0.805dz	0.35		carton 12oz	2.64	—
osym (1074 Roche)				500	6.30dz	2.31dz	1.00		(2dz)	4.20dz	—
mpoules 2ml 10	0.55	—	0.83	Bisks (1530 Fisons)					7lb	10.86dz	—
6	—	—	—	bacon flake 1 meal	1.17dz	—	0.12½		Calmurid (1497 PGBL)		
rup 500ml	—	—	—	4 meal	2.30dz	—	0.25		(distributors 1556 Farillon)		
cham's (104 BP)				cream crackers	2.27dz	—	0.23½		cream 50g	4.50dz	1.65dz
ills				digestive sweetmeal	2.47dz	—	0.25		100g	8.40dz	—
envelopes				peppermint creams	2.72dz	0.60dz	0.34		Calsept (901 Norton)		
8	1.23dz	0.455dz	0.17	water biscuits 4½oz	1.82dz	—	0.19		(distributors 1545 Vestric)		
19	2.32dz	0.855dz	0.32	Bislumina (824 MCP)					500ml	0.45	—
30	1.015	0.375	0.07	suspension 200ml	0.32	0.12	0.60		2l	1.63	—
60	(2dz)	(2dz)	—	500ml	0.36	0.13	0.67		old packs		
& hot lemon 6	1.23dz	0.455dz	0.17	tablets 50	0.36	0.13	0.67		Camay (1010 P & G)		
30	2.39dz	0.88dz	0.33	Bismag (655 ICC)					soap toilet	3.00	1.07
16	3.185dz	1.17dz	0.44	tablets 75	1.06dz	0.39dz	0.15		(6dz)	(6dz)	0.06½
40	0.905	0.335	0.05 (2)	Bismuth Terrial (1336 WJ & C)					3.10	1.11	0.10
blets 16	1.595dz	0.585dz	0.22	10	1.29	0.47	2.41		(4dz)	(4dz)	—
40	0.815	0.30	0.09 (2)	Bismuth Tulasne (1336 WJ & C)					Camcolit (221 Camden)		
ean Specific (1336 WJ & C) †s4B				10	1.16	0.43	2.17		tablets 250mg 100	3.90dz	—
100ml	0.43	0.16	0.80	BiSoDol (655 ICC)					1000	2.10	—
				large	1.75dz	0.64dz	0.25		Camyna (145 B) entire entry		
				powder 30	0.98dz	0.36dz	0.14		Candol (1335Wigglesworth)		
				tablets 100	2.26dz	0.83dz	0.32		cold sore salve	0.90dz	0.33dz



		Trade £.p	Tax £.p	Retail £.p			Trade £.p	Tax £.p	Retail £.p			Trade £.p	Tax £.p	Retail £.p		
<b>Canoe (350 Dana)</b>					<b>Ceporex (518 Glaxo) T5</b>					<b>Complamex (217 Calder)</b>						
Cologne spray	27cc	0.435	0.233	0.97½	capsules					tablets	30	0.57	0.21	1.07		
<b>Cantil (824 MCP)</b>					250mg	20	2.81	—	—	200	3.30	1.21	—	6.16		
elixir	25ml	0.30	—	0.45	500mg	100	15.50	—	—	<b>Compound "W" (655 ICC)</b>						
100ml	0.76	—	—	1.14	20	5.53	—	—	wart remover	1.12dz	0.41dz	0.16				
tablets	50	1.22	—	1.83	100	26.65	—	—	<b>Congreves (1534 Fennings)</b>							
500	11.04	—	—	16.56	tablets				balsamic elixir	150ml	3.66dz	1.34dz	0.52½			
with phenobarbitone					250mg	20	2.81	—	—	<b>Contrexville-Pavillon (1519 5A)</b>						
tsls4A	50	1.26	0.46	2.31	100	15.50	—	—	bottles	2.24dz	0.50dz	0.28½				
<b>Capricci (936 PNR)</b>					500mg	20	5.53	—	—	<b>Conture (1203 Surex)</b>						
perfume atomiser	R840	—	—	8.01	100	26.65	—	—	protectives lubricated	3	4.25	—	0.25			
<b>Carbact (1336 WJ &amp; C)</b>					syrup				(1 gross)							
tablets	80	0.21	0.08	0.40	125mg/5ml	100ml	1.40	—	—	<b>Contusol (1054 R &amp; B)</b>						
<b>Cardophyllin (1530 Fisons)</b>					250mg/5ml	100ml	2.81	—	—	antiseptic	250ml	0.18	0.065	0.34		
ampoules I/V					500mg/5ml	100ml	5.53	—	—	dp 500ml	0.29	—	—			
0.25g/10ml	5	2.60dz	—	0.33	<b>Ceporin (518 Glaxo) T5</b>				dp 1l	0.53	—	—	—			
50	25.50dz	—	—	—	vial				dp 2l	1.00	—	—	—			
ampoules I/M					250mg	5	1.40	—	—	lotion	250ml	0.13	—	0.20		
0.5g/2ml	6	2.60dz	—	0.33	500mg	5	2.70	—	—	500ml	0.20	—	0.30			
50	21.30dz	—	—	—	1g	5	5.28	—	—	II	0.38	—	0.57			
suppositories	10	2.40dz	—	0.30	<b>Cerebos (242 Cerebos)</b>				2l	0.73	—	1.09½				
50	11.70dz	—	—	—	iodised salt	1½lb	0.74dz	—	0.07½	<b>Cool Charm (105 BTD)</b>						
tablets	20	0.65dz	—	0.08½	<b>Cernitin (243 Cernelle)</b>				—	anti-perspirant aerosol						
100	1.45dz	—	—	0.18½	skin care products				—	standard	2.25dz	1.24dz	0.35			
250	2.70dz	—	—	—	special tablets	30	—	—	0.35	economy	2.895dz	1.595dz	0.45			
1000	9.00dz	—	—	—	300	—	—	—	0.82½	roll on	1.545dz	0.85dz	0.24			
<b>Carnation (339 CG)</b>					500	—	—	—	1.80	<b>Coolwax (430 Eucryl)</b>						
foot powder					1000	—	—	—	3.45	aerosol refill flykiller	1.60dz	0.88dz	0.30½			
<b>Carnation (1384 CFC)</b>					wound ointment	30g	—	—	6.00	<b>Coopermatic (295 CM &amp; R)</b>						
instant breakfast foods					<b>Certor (786 Macdonald)</b>				0.25	aerosol refill flykiller	1.255	—	1.67			
coffee, chocolate, straw-					gauze swabs				—	<b>Coopers (295 CM &amp; R) existing entry</b>						
berry, vanilla	6	2.625dz	—	0.26	3in x 3in—8 ply	100	0.35	—	—	<b>Coopers (295 CM &amp; R)</b>						
<b>Carresin (293 Cooper)</b>					<b>Cerumol (718 LAB)</b>				—	aerosols						
<b>Carresin (1377 R &amp; A)</b>					eardrops	11ml	0.15	—	0.20	flykiller perfumed				0.19		
<b>Carters (235 Carteret) existing entry</b>					55ml	0.32	—	—	0.43	super				0.25		
<b>Carters (235 CW)</b>					old formula		—	—	—	large				0.45		
little liver pills	36	1.10dz	0.38dz	0.16	<b>Cetadol (1091 Rybar)</b>				—	ant killer				0.25		
100	2.06dz	0.72dz	0.30	syrup	50ml	1.60dz	—	0.20	de-icer				0.16½			
<b>Catapres (145 B)</b>					<b>Cetiprin (678 Kabi)</b>				—	Fresh-air floral,				—		
ampoules 0.15mg/ml	5	0.50	—	0.75	(distributors 1545 Vestric)				—	bouquet				0.18		
tablets 0.10mg	50	1.06	—	1.59	tablets 100mg	50	0.84	—	1.26	nocturne				0.30		
250	5.00	—	—	7.50	<b>Chapstick (1071 Robins)</b>				—	garden spray				0.28		
<b>C.B.'s (1335 Wigglesworth)</b>					(2 dz)	1.90	1.05	0.16	—	mothproof				0.25		
coltsfoot bronchials		0.65dz	0.24dz	0.10					—	spray starch				0.16½		
		1.35dz	0.49dz	0.20	<b>Charabs (727 Lane)</b>				—	crawling insect killer				0.45		
<b>Cecil Wood (1323 Westmacott)</b>					tablets	95	1.85dz	0.68dz	0.29	window cleaner				0.16½		
head tablets		0.70dz	0.255dz	0.10	180	2.85dz	1.04dz	0.45	—	Pynol disinfectant	1 gal	0.465	—	0.58		
pills					480	6.75dz	2.475dz	1.05	—	5gal	1.715	—	2.75			
back & kidney		1.00dz	0.37dz	0.15	<b>Chilbon (436 Evans)</b>				—	Safe insect powder				0.15		
head & stomach		1.00dz	0.37dz	0.15	<b>Chilvax (175 BCP)</b>				—	puffer				0.15		
wind & water		1.00dz	0.37dz	0.15	tablets	24	1.13dz	0.41dz	0.16	worm capsules	small	0.585dz	0.22dz	0.09		
<b>Cedilanid (1098 Sandoz) 5l</b>					48	1.91dz	0.70dz	0.27	—	large		0.685dz	0.25dz	0.11		
tablets	40	0.23	—	0.35	100	3.66dz	1.34dz	0.52	—	veterinary				—		
250	1.19	—	—	1.79	<b>Chloromycetin (938 PD) T5</b>				—	border liquid dip	1gal	1.655	—	2.07		
500	2.30	—	—	3.45	veterinary				—	5gal	7.095	—	8.87			
<b>Geeyes (727 Lane)</b>					Kaseals	0.25g	100	3.71	—	5.56½				7.50		
tablets	95	1.85dz	0.68dz	0.29	1000	35.75	—	53.62½	—	cattle drencher				1.80		
<b>Celabs (727 Lane)</b>					packs of 12 and 500				—	dairy fly spray	1gal	1.20	—	1.80		
tablets	95	1.85dz	0.68dz	0.29	ophthalmic ointment	1g	0.08	—	0.12	dairy ointment	2½lb	0.755	—	1.13		
180	2.85dz	1.04dz	0.45	—	succinate vial	1g	0.37	—	0.55½	10lb	2.815	—	3.75			
480	6.75dz	2.475dz	1.05	—	250mg				—	drenching kit	7.20	—	9.00			
<b>Celaton (126 Biocos) existing entry</b>					tincture 10%	60ml	0.82	—	1.23	farm disinfectant	1 gal	1.095	—	1.37		
<b>Celaton (126 Biocos)</b>					topical	100ml	2.17	—	3.25½	5 gal	4.00	—	5.00			
acne cream		1.00	0.36	2.00	vetrettes	5	0.41	—	0.61½	fluke and worm drench				0.95		
soap		0.50	0.18	0.90	<b>Chymoral (61 APC)</b>				—	100 dose	0.56	0.20	0.95			
body oil		1.00	0.55	1.93	tablets forte	30	1.66	—	2.49	450 dose	1.31	0.47	2.22			
buerlecithine	250cc	1.15	—	1.50	200	9.95	—	14.93	—	900 dose	2.44	0.87	4.12			
500cc	1.70	—	—	2.40	500	22.13	—	33.20	—	4,500 dose	9.375	3.35	15.85			
dragees	36	0.65	—	0.90	<b>Circulin (727 Lane)</b>				—	fluke drencher	10.40	—	13.00			
CH <sub>3</sub>	60	1.30	—	1.60	forte	100	3.85dz	1.41dz	0.65	fly dip†	½gal	2.505	—	3.13		
120	2.05	—	—	2.90	garlic perles	180	3.55dz	1.30dz	0.57	2½gal	11.80	—	14.75			
180	3.05	—	—	4.00	<b>Circulinol (727 Lane)</b>				—	flyspray aerosol	0.56	—	0.75			
240	4.00	—	—	5.00	100	6.75dz	2.475dz	1.05	—	foot rot aerosol	0.525	—	0.70			
480	7.00	—	—	9.00	<b>Clearasil (1055 RM)</b>				—	lambing lubricant	0.30	0.11	0.51			
day moisture		1.00	0.55	2.05	cream skin tinted				—	lice and mange liquid	½gal	2.60	—	3.25		
face lift		1.00	0.55	2.03	<b>Clearway (256 CPL)</b>				—	louse powder				0.21		
hair tonic cream		0.50	0.27	1.15	men's hairdressing				—	0.37	—	—	0.55			
hair treatment		0.40	0.22	0.80	3.22	1.64	0.25	—	—	maggot fly spray	1pt	3.305	—	4.13		
instant relief		1.10	0.60	2.20	(2dz)	(2dz)	0.37	—	—	marking fluid	1qt	0.40	—	0.53		
Kum foot		0.30	0.11	0.60	4.76	2.42	—	—	—	½gal	0.625	—	0.83			
lotion		0.10	0.055	0.20	(2dz)	(2dz)	—	—	—	1gal	1.125	—	1.50			
milk cleanser		0.50	0.27	1.10	<b>Clinic (509 Gibbs)</b>				—	thick	1gal	1.125	—	1.50		
night star cream		1.30	0.70	2.50	shampoo	sachet	0.23dz	0.085dz	0.03	plg worm remedy				0.23		
magic		2.80	1.50	5.00	family	1.97dz	0.72dz	0.28	—	12 dose	0.17	—	1.50			
PK7		0.40	—	0.80	medicated shampoo				—	100 dose	1.125	—	3.75			
placental ampoules		1.50	0.55	3.30	handy pack				—	P.T.Z. plus	2.815	—	3.75			
placenta cream		1.00	0.55	1.93	<b>Clinomyn (1568 Trentham)</b>				—	drench gun	8.60	—	10.75			
oil		0.60	0.33	1.45	smokers toothpaste				—	ringworm aerosol	0.51	—	0.68			
soap		0.35	—	0.50	<b>Codelcortone (837 M5D)</b>				—	sheep drencher	4.05	—	4.50			
rejuvenation tablets	120	1.51	0.42	2.15	tablets 1mg				—	teat dip	1.875	—	2.50			
240	3.02	0.84	4.17	—	<b>Codis (1037 Reckitt) †DDI</b>				—	tick dip	½gal	3.305	—	4.13		
rinse		0.10	0.055	0.20	tablets	8	0.80dz	0.268dz	0.11	2½gal	15.40	—	19.25			
shampoo new		0.10	0.055	0.20	20	1.43dz	0.479dz	0.20	—	warble fly powder	1lb	0.68	—	0.90		
special tablets	120	1.77	0.47	2.55	48	2.89dz	0.972dz	0.40	—	liquid	1gal	3.79	—	5.05		
30	3.45	0.93	5.00	—	<b>Colchicine Houde (1336 WJ &amp; C) †s4B</b>				—	<b>Copholco (1295 Wade) †DDI</b>						
<b>Cellogen (385 DG)</b>					tablets	40	0.46	—	0.69	100ml	0.17	0.06	0.33			
hand cream	55cc	0.50	0.275	1.06	<b>Colchi Sal (800 TM)</b>				—	500ml	0.72	—	—			
<b>Celtex (1164 SSL) existing entry</b>					<b>Colchi Sal (195 B &amp; 5L)</b>				—	2l	2.50	—	—			
<b>Celtex (1164 SSL)</b>					<b>Collosol (324 Crookes)</b>				—	<b>Copholoids (1295 Wade) †DDI</b>						
sanitary belts					argentum	28ml			—	pastilles	50g	0.11	0.04	0.21		
adjustable		0.995dz	0.135dz	0.12½	<b>Collo-Cal-D (324 Crookes)</b>				—	250g	0.43	—	—			
slimline		0.984dz	0.134dz	0.12½	bottle	100ml			—	<b>Corega (1178 Stafford)</b>						
sanitary towels					<b>Colomycin (972 Pharmax)</b>				—	denture powder	18g	1.18dz	—	0.14		
super soft	12															



	Trade £·p	Tax £·p	Retail £·p	
hist (1111 Corionol) existing entry				D
mist (1111 Corionol)				I
ditioner sachet	1·23	0·675	0·07	
	(3 doz)	(3 doz)		
ttle 85cc	2·02dz	1·11dz	0·35	
r spray 170g	3·30dz	1·815dz	0·57	
ck set with rollers	3·18dz	1·75dz	0·55	
ing lotion	0·70dz	0·385dz	0·12	
mpoo sachet	1·15	0·42	0·06	
	(3 doz)	(3 doz)		
tube 70cc	1·64dz	0·60dz	0·25	
ay tonic 100g	3·25dz	1·79dz	0·57	
oderm (324 Crookes)				D
5%				D
5%				D
oderm N (324 Crookes)				D
5%				D
nedin (366 Dendron)				
. 1	2·31dz	1·21dz	0·37½	
. 2	2·31dz	1·21dz	0·37½	
ack (1038 R & C)				
n's hair dressing				
rosol 6oz	1·965dz	1·08dz	0·31	
18oz	4·275dz	2·355dz	0·67	
ad foam	2·40dz	0·88dz	0·34	
bs (331 C)				D
(301 Coty)				
iginals				
orrective moisturiser				
226	0·59	0·325	1·25	
ansparent face make-up				
239	0·52	0·285	1·10	
ar (1355 Yardley)				
i-perspirant deodorant				
rosol	0·409	0·22	0·84	
ve foam aerosol	0·396	0·22	0·74	
tesy (337 Curtis) existing entry				D
tesy (337 Curtis)				
i-sunburn lotion	1·80dz	0·99dz	0·35	
cado beauty moist-				
iser	3·60dz	1·98dz	0·65	
cado liquid cream	1·64dz	0·90dz	0·28	
h oil	2·60dz	1·43dz	0·45	
uty oil	3·60dz	1·98dz	0·65	
ansing cream	2·60dz	1·43dz	0·45	
ansing lotion	0·90dz	0·50dz	0·18	
nd lotion	1·00dz	0·55dz	0·20	
ning cream	2·00dz	1·10dz	0·40	
ic fresher lemon	1·70dz	0·94dz	0·30	
tle oil beauty lotion	3·60dz	1·98dz	0·65	
skin food	1·30dz	0·72dz	0·25	
	1·75dz	0·96dz	0·35	
	3·00dz	1·65dz	0·55	
x (1155 S & N)				
orming bandage				
rd x 2in	0·625dz	—	—	
3in	0·81dz	—	—	
4in	0·97dz	—	—	
6in	1·345dz	—	—	
nalgin (117 BPL)				
m 56·7g	0·15	0·06	0·31	
ne Puff (813 MF)				
s refill	0·158	0·083	0·32	I
de de Chine (1551 PR)				
u de Cologne	5601	—	0·93	I
	5604	—	2·67	
	5608	—	4·26	
ray	5692	—	1·88	
rfume	5104	—	2·71	
	5102	—	4·26	
rfume de toilette				
omiser	5494	—	3·49	
cum	5823	—	0·98	
rum	5823D	—	1·33	
okes (324 Crookes)				
line oil with methyl sal				D
lp lotion				D
amin A ampoules				I
00,000 i.u./ml 6 x 1ml	0·40	—	0·60	
wn (1073 Robinson)				I
n caps	6	0·74dz	0·27dz	0·11
ol felt	4680	0·842dz	—	0·09
	4681	0·842dz	—	0·09
ogenine (1336 WJ & C)				
lets 0·5g	10	0·19	0·07	0·36
tapen G (518 Glaxo)T5				
lets				
60mg	100	0·92	—	—
	500	4·35	—	—
tapen V (518 Glaxo)T5				
ension				
25mg/5ml	100ml	0·30	—	—
up				
25mg/5ml	100ml	0·30	—	—
60mg/5ml	100ml	0·55	—	—
lets				
60mg	100	0·92	—	—
	500	4·35	—	—
	1000	8·26	—	—
lets 125mg				D
ingford (331 C of C)				
ddy bubble bath refill	1·37dz	0·492dz	0·21	I
al (333 Cupal)				
ult cough balsam†	1·40dz	0·46dz	0·21	
mon flu syrup†	1·77dz	—	0·21	
y cream	1·08dz	0·36dz	0·16½	
mutated magnesia				
vals tins	2oz	0·71dz	0·23dz	0·11

	Trade £·p	Tax £·p	Retail £·p	
burn aid cream	1·20dz	—	0·15	
diarrhoea mixture				
adults 4oz	1·29dz	0·43dz	0·20½	
family antiseptic cream	1·15dz	—	0·14	
insect bite cream†	1·23dz	—	0·15	
wart solvent	0·72dz	0·24dz	0·11	
Cuscutine Foulon (1336 WJ & C)†				
pills 50	0·23	—	0·42	
Cutex (256 CPL)				
base coat	1·58dz	0·80dz	0·25	
cheeky chops	2·84dz	1·45dz	0·45	
cuticle remover	1·58dz	0·80dz	0·25	
cream	1·84dz	0·94dz	0·29	
emery boards	0·94dz	0·48dz	0·15	
hand lotion	3·10dz	1·58dz	0·49	
hand cream	1·83dz	0·93dz	0·29	
nail polish regular	1·58dz	0·80dz	0·25	
nail hardener	3·10dz	1·14dz	0·49	
nail flex	1·84dz	0·94dz	0·29	
oily polish				
remover 40cc	1·20dz	0·61dz	0·19	
82cc	1·90dz	0·96dz	0·30	
	2·22dz	1·14dz	0·35	
strong nail				
Cuticura (1491 Cuticura)				
hand cream 50g	1·17dz	0·625dz	0·20	
100g	1·76dz	0·945dz	0·30	
medicated liquid	1·66dz	0·59dz	0·25	
ointment 78g	0·99dz	0·35dz	0·15	
25g	1·66dz	0·59dz	0·25	
64g	1·46dz	0·52dz	0·22	
shaving stick	0·86dz	0·31dz	0·13	
refill	0·73dz	0·26dz	0·11	
soap 85g	1·00dz	0·36dz	0·15	
128g	1·05dz	0·565dz	0·18	
80g	1·46dz	0·78dz	0·25	
120g				
CVK (2 Abbott) T5				
solution 125mg 100ml	0·35	—	0·53	
Cycloserine (1074 Roche)				D
tablets 250mg 250				
Dabitoft (430 Eucryl)	1·48dz	—	0·16½	
Dactil (824 MCP)				
tablets 50	0·84	—	1·26	
Daisy (430 Eucryl)				
tablets 24	1·08dz	0·395dz	0·16	
48	1·96dz	0·725dz	0·28	
Dalmoplast (1595 AF) existing entry				D
Dalmoplast (1595 AF)				
first aid bulk packs				
assorted gross	0·41	—	—	
1½ in x ½ in gross	0·30	—	—	
2½ in x ½ in gross	0·46	—	—	
3 in x ½ in gross	0·55	—	—	
cabinet No 1				
144 dressings	0·50	—	—	
doctors 180 dressings	0·80	—	—	
eye occlusion shades				
elastic	0·35dz	—	—	
rigid	0·30dz	—	—	
patch test dressings 100	1·63	—	—	
waterproof occlusive				
dressings ½ in diameter				
100	0·25	—	—	
1½ in diameter	0·46	—	—	
1½ in x 1 in	0·39	—	—	
3 in x 1 in	0·59	—	—	
3 in x 2 in	0·91	—	—	
strapping				
1 in x 1 yd	0·47dz	—	—	
1 in x 2½ yd	0·66dz	—	—	
½ in x 5 yd	0·72dz	—	—	
1 in x 5 yd	1·10dz	—	—	
2 in x 5 yd	1·76dz	—	—	
3 in x 5 yd	2·42dz	—	—	
4 in x 5 yd	2·97dz	—	—	
6 in x 5 yd	3·92dz	—	—	
strip dressings				
1½ in x 1 yd	1·19dz	—	—	
2½ in x 1 yd	1·51dz	—	—	
3 in x 5 yd	1·70dz	—	—	
vaccination dressings				
child's	0·23dz	—	—	
adult's	0·39dz	—	—	
zinc oxide plaster				
½ in x 5 yd	0·86dz	—	—	
1 in x 5 yd	1·26dz	—	—	
2 in x 5 yd	2·08dz	—	—	
3 in x 5 yd	2·80dz	—	—	
½ in x 10 yd	1·26dz	—	—	
1 in x 10 yd	1·93dz	—	—	
2 in x 10 yd	3·28dz	—	—	
3 in x 10 yd	4·61dz	—	—	
Daprisal (1153 5KF)†s4A				
tablets 50	0·27	—	0·41	
500	2·38	—	3·57	
Daraprim (208 BW)				
elixir 60ml	0·16	—	0·24	
Darenthin (208 BW)				
tablets 50mg 500				D
200mg 500				D
Day-Vits (705 Kirby)				
tablets 30	2·25dz	—	0·33	
Dee Gee (542 Griffin)				
baby bottle heater	1·42	0·51	2·40	
Delabarres (1336 WJ & C)				
teething syrup	0·31	0·12	0·58	
Delaminoph (142 BML)				
tablets 1000	3·68	—	—	
Delbiase (1336 WJ & C)				
tablets 40	0·33	0·12	0·62	

	Trade £·p	Tax £·p	Retail £·p	
Delsey (702 KC)				
10 case rate minimum order direct				
kitchen towels	1·25dz	0·17dz	0·14	I
toilet tissues				
twin-pack roll	1·38	—	0·08½	
	(1½ dz)			
old pack	—	—	—	D
Delta-Cortelan (518 Glaxo)T5				
tablets				
5mg 100	0·42	—	—	
500	2·00	—	—	
Democracin (1490 IAP5) T				
tablets 250	1·95	—	—	
500	3·80	—	—	
1000	7·50	—	—	
Dentesive (843 ML)				
standard	1·20dz	—	0·15	
large	1·84dz	—	0·23	
Dentilene (430 Eucryl)				
denture cleaner	1·15dz	0·42dz	0·17½	
refill	1·00dz	0·365dz	0·15	
Dentu-Creme (1178 Stafford)				
economy size	1·98dz	0·73dz	0·29	
Depostat (1479 5CL)				
syringe pack 2ml x 5	4·62	—	6·93	
20	17·50	—	26·25	
Depth Charge (1113 S & B)				
sea foam bath	5·65dz	2·07dz	0·80	

**DEPTH CHARGE**  
Sea Foam Bath  
Full colour in Women's magazines now!

<b>Depuratif Richelet (1336 WJ &amp; C)</b>				D
<b>Derbac (1070 Windsor)</b>				
comb	2815	2·27dz	0·81dz	0·36
liquid	2811	1·13dz	0·40dz	0·18
medicated shampoo				
	2835	1·13dz	0·40dz	0·18
soap	2810	0·69dz	0·25dz	0·11
<b>Derl (1070 Windsor)</b>				
	2510	0·69dz	0·25dz	0·11
<b>Deseril (1098 Sandoz) †s4B</b>				
tablets	100	3·50	—	5·25
<b>Deschiens (1336 WJ &amp; C)</b>				
syrup hemoglobin		0·90	0·33	1·68
<b>Dettol (1037 Reckitt)</b>				
antiseptic	small	0·71dz	0·24dz	0·10
	medium	1·29dz	0·433dz	0·18
	large	2·12dz	0·715dz	0·30
	1 gal	15·67dz	5·252dz	2·00
	10l	23·92dz	—	2·20
instrument	20oz	4·00dz	—	0·40
	1 gal	22·32dz	—	2·00
	5 gal	68·57dz	—	6·00
surgical	20oz	3·50dz	—	0·35
	1 gal	12·03dz	—	1·15
	5 gal	53·33dz	—	5·00
cream		1·79dz	0·604dz	0·25
	1 lb	2·37dz	—	0·26
	10 lb	13·85dz	—	1·50
ointment	small	0·69dz	0·232dz	0·10
	large	1·82dz	0·608dz	0·25
	1 lb	4·71dz	—	0·50
<b>Dettolin (1037 Reckitt)</b>				
	B	1·16dz	0·39dz	0·17
	20oz	5·30dz	1·787dz	0·70
	80oz	12·79dz	4·236dz	1·60
<b>Devon "Comfy" (1404 DHA)</b>				
haircharmers				
bath'n shower cap	8600	2·70dz	0·37dz	0·37
	9200	2·70dz	0·37dz	0·37
boudoir cap	5800	2·35dz	0·325dz	0·32
	6200	2·70dz	0·37dz	0·37
hair roller with brush				
	1450	1·15dz	0·42dz	0·19
bobble rollers	1810	0·77dz	0·28dz	0·12½
	1820	0·975dz	0·36dz	0·15
	1830/40	0·975dz	0·36dz	0·15
styling brushes				
combrush	3240	0·55dz	0·20dz	0·09
<b>Dewdawn (918 Or-Lem)</b>				
squashes		—	—	0·13
whole orange drink		—	—	—
<b>Dexdale (346 Dales)</b>				
<b>Dexedrine (1153 SKF)†s4B</b>				
5pancule capsules 10mg	30	0·23	—	0·35
	250	1·62	—	2·43



		Trade £·p	Tax £·p	Retail £·p	
	15mg 30	0.27	—	0.41	
	250	1.94	—	2.91	
tablets	5mg 100	0.23	—	0.35	
	1000	1.62	—	2.43	
<b>Diamond (333 Cupal)</b>					
foot powder	1.43dz	—	—	0.16½	
<b>Dianimol (1023 Radiol)</b>					
syrup	25ml	1.32dz	0.48dz	0.20	
	50ml	2.04dz	0.74dz	0.30	
	100ml	2.64dz	0.97dz	0.40	
	450ml	7.20dz	2.64dz	1.00	
	2l	2.40	0.88	4.00	
	4l	—	—	—	D
<b>Dibenyline (1153 SKF)</b>					
capsules	10mg 100	0.75	—	1.13	
<b>Dietade (374 DFL) existing entry</b>					D
<b>Dietade (840 EMF)</b>					I
canned fruits					
sliced peaches, pineapple	7oz	0.90dz	—	0.10	
apricots, cherries, pears	7oz	1.08dz	—	0.12	
fruit salad	7oz	1.17dz	—	0.13	
low salt beans	7oz	0.81dz	—	0.09	
peas	7oz	0.81dz	—	0.09	
salad cream	7oz	1.44dz	—	0.16	
tomato ketchup	7oz	1.62dz	—	0.18	
<b>Dihydroergotamine (1098 Sandoz) †s4B</b>					
tablets	50	1.13	—	1.70	
	250	5.35	—	8.03	
<b>Dilatane (1336 WJ &amp; C)</b>					
tablets	30	0.30	0.11	0.56	
<b>Dimanin (96 BA) existing entry</b>					D
<b>Dimanin (96 BA)</b>					I
green slime remover	1.92dz	—	—	0.24	
<b>Dimple (339 CG)</b>					
baby pants	large	0.875	—	0.05	
	(2 doz)	1.05	—	0.06	
ex. large	(2 doz)	—	—	—	
<b>Dinneford's (104 BP)</b>					
magnesia	1.52dz	0.56dz	0.21		
<b>Diocalm (104 BP) †</b>					
family	48	2.39dz	0.88dz	0.33	
	88	3.985dz	1.465dz	0.55	
<b>Dipterex (96 BA) existing entry</b>					D
<b>Dipterex (96 BA)</b>					I
garden insect spray	1.92dz	—	—	0.24	
<b>Disprin (1037 Reckitt)</b>					
tablets	8	0.46dz	0.15dz	0.06½	
	26	1.26dz	0.425dz	0.18	
	36	1.54dz	0.518dz	0.22	
	50	1.83dz	0.611dz	0.26	
	100	3.10dz	1.047dz	0.44	
junior	20	0.64dz	0.218dz	0.09	
	48	0.93dz	0.311dz	0.13	
<b>Distaquaine-V (378 Distat)TS</b>					
tablets					
250mg	100	0.92	—	—	
	500	4.35	—	—	
<b>Distaquaine V-K (378 Distat)TS</b>					
suspension	125mg 100	0.30	—	—	
syrup					
125mg	100ml	0.30	—	—	
250mg	100ml	0.55	—	—	
tablets					
250mg	100	0.92	—	—	
	500	4.35	—	—	
	1000	8.26	—	—	
<b>Distivit (378 Distat)</b>					
elixir	1000ml	1.10	—	—	
<b>D'lishus (918 Or-Lem) existing entry</b>					D
<b>D'lishus (918 Or-Lem)</b>					I
glucose drink	—	—	—	0.13	
pure lemon juice	½ bott	—	—	0.14	
	bott	—	—	0.19	
squashes	—	—	—	0.13	
dietetic	—	—	—	0.12	
whole orange drink	—	—	—	1.12	
<b>Doktibad (62 A &amp; C) existing entry</b>					D
<b>Doktibad (62 A &amp; C)</b>					I
(distributors 1363 Alcos)					
tonic bath	6 bath	0.32	0.12	0.60	
	12 bath	0.58	0.21	1.08	
	20 bath	0.90	0.33	1.68	
	50 bath	2.00	0.73	3.73	
<b>Domestos (382 Domestos)</b>					
regular	0.979dz	—	—	0.09½	
giant	1.49dz	—	—	0.14½	
<b>Dorothy Gray (385 DG)</b>					
moisture tint	0.34	0.185	0.73		
skin colour corrector	0.34	0.185	0.73		
colour swirls	0.66	0.365	1.38		
cream rouge	0.28	0.155	0.59		
eyebrow pencil	0.11	0.06	0.26		
eye make-up remover					
	12cc	0.19	0.105	0.38	
hand cream	55cc	0.29	0.16	0.61	
lipsticks	0.27	0.15	0.57		
Perfemina handbag spray	0.13	0.07	0.27		
roll-on deodorant	0.27	0.15	0.57		
Young and Lovely					
lipstick	0.19	0.105	0.38		
<b>Drapolene (218 Calmic)</b>					
cream	55g	1.60dz	—	0.20	
<b>Draza (96 BA)</b>					
slug killer	1.80dz	—	—	0.22½	
<b>Drenamist (894 Nic holas)</b>					D

		Trade £·p	Tax £·p	Retail £·p	
<b>Drinamyl (1153 SKF) †s4A</b>					
Spansole capsules					
No.1	30	0.31	—	0.47	
	250	2.24	—	3.36	
No.2	30	0.37	—	0.56	
	250	2.59	—	3.89	
tablets	100	0.33	—	0.50	
	1000	3.01	—	4.52	
<b>Dristan (655 ICC)</b>					
nasal mist	1.98dz	—	—	0.22	
<b>Dropleptan (666 Janssen)</b>					D
tablets 2.5mg	—	—	—	—	
<b>Dromoran (1074 Roche) †s1DD</b>					
ampoules 2mg/ml	10	0.30	—	0.45	
	6	—	—	—	D
<b>Dunlop (396 DC)</b>					
hot water bottles					
Cosimax	1.82	—	2.35		
Deep Sleep	1.52	—	1.96		
Flag	0.43	—	0.65		
Quiltie	0.63	—	0.95		
Symbol	0.39	—	0.59		
fluted	0.42	—	0.63		
Goliwog	—	—	—	—	D
Renown	—	—	—	—	D
<b>Duo-Autohaler (1061 Riker) †s4B</b>					
complete	2.10	—	3.15		
refill	0.85	—	1.28		
<b>Dupuis (1336 WJ &amp; C)</b>					
pills	30	0.17	0.06	0.32	
<b>Duromine (1061 Riker)</b>					D
capsules 300 packs	—	—	—	—	
<b>Durophet (1061 Riker)</b>					D
capsules 300 packs	—	—	—	—	
<b>Durophet-M (1016 Riker)</b>					D
capsules 300 packs	—	—	—	—	
<b>Dusk (545 Grossmith)</b>					I
suntan oil	100ml	0.63	0.34	0.11	
	(3dz)	—	(3dz)	—	
<b>Dygon (816 Mayborn)</b>					
colour & stain remover	0.88dz	—	0.11		
	1.80dz	—	0.22½		
<b>Dylon (816 Mayborn)</b>					
dyes multi-purpose	0.88dz	—	0.11		
carpet	3.20dz	—	0.40		
cold-water	0.88dz	—	0.11		
liquid	2.60dz	—	0.32½		
wash 'n dye	2.80dz	—	0.35		
<b>Dyspne (1336 WJ &amp; C)</b>					
inhal†	10cc	0.51	—	0.76	
nebuliser	0.84	—	1.26		
<b>Dytac (1153 SKF)</b>					
capsules	30	0.81	—	1.22	
	250	6.48	—	9.72	
<b>Dytide (1153 SKF) †s4B</b>					
capsules	30	0.87	—	1.31	
	250	7.03	—	10.55	
<b>Eade's (67 Ashe)</b>					
anodyne ointment	1.01dz	0.36dz	0.16		
	1.95dz	0.70dz	0.30		
tonic	2.52dz	—	0.30		
<b>Eau Neuve (Lubin (957 Perl)) existing entry</b>					D
<b>Eau Neuve (Lubin (957 Perl))</b>					I
eau de toilette	309	0.95	0.525	1.95	
	310	1.45	0.80	2.95	
	311	2.20	1.21	4.45	
	3100	2.20	1.21	4.45	
atomiser	320	1.65	0.91	3.30	
soap (l)	316	0.35	0.13	0.69	
<b>Economycin (251 CD)</b>					D
tablets/capsules	500	—	—	—	
<b>Edrisal (1153 SKF) †s4B</b>					
tablets	50	0.17	—	0.26	
	500	1.50	—	2.25	
<b>Efferdent (721 LC)</b>					
tablets	36	1.86dz	0.68dz	0.26½	I
<b>Elasto (887 New Era)</b>					
tablets		2.83dz	1.04dz	0.44	
<b>Elaste (938 PD)</b>					
dry powder	30ml	0.66	0.24	1.23	
ointment	30g	1.02	0.37	1.90	
<b>Elastoplast (1155 S &amp; N)</b>					
airstrip finger dressings	7924	1.355dz	—	0.16	I
airstrip detectable dressings					
100—3 × ½	7960	8.62dz	—	1.02	
100—1½ × 1½	7961	7.78dz	—	0.92	
50—2 × 3	7962	8.655dz	—	1.02½	
dressing strip 6 in	4165	0.295	—	0.03½	
first aid kits					
agricultural	B1	9.30dz	—	1.10	
	B2	14.34dz	—	1.70	
factories	F1	20.16dz	—	2.40	
	F2	44.10dz	—	5.25	
	F3	67.20dz	—	8.00	
motorists	8155	8.52dz	1.08dz	1.10	
offices and shops	OSR1	9.30dz	—	1.10	
	OSR2	18.54dz	—	2.20	
	OSR3	43.32dz	—	5.15	
	OSR4	63.90dz	—	7.60	
food hygiene	OSR1FH	10.08dz	—	1.20	
	OSR2FH	19.50dz	—	2.30	
<b>Elation (385 DG)</b>					
make-up					
blush-on blusher refill	0.38	0.21	0.80		
eyeshades	0.54	0.295	1.14		
eyeshadow brush-on	0.45	0.25	0.95		
face glosser	0.35	0.195	0.83		
mascara brush-on	0.46	0.255	0.99		
refill	0.29	0.16	0.61		
nail enamel pearl	0.27	0.15	0.57		
skin glossers	0.67	0.37	1.41		

		Trade £·p	Tax £·p	Retail £·p	
<b>Electricque (813 MF)</b>					
dusting powder	0.457	0.248	0.96		
eau de toilette spray	0.292	0.153	0.59		
perfume phial	0.267	0.14	0.54		
<b>Elimit (192 Brocades)</b>					
<b>Elityran (1599 Winthrop)</b>					
<b>Elizabeth Arden (60 Arden)</b>					
eyelashes					
full	—	—	2.25		
semi	—	—	2.00		
lower	—	—	2.00		
spikelet	—	—	2.50		
nail enamel					
cream	—	—	0.75		
translucent	—	—	0.75		
pearlised	—	—	0.85		
base coat	—	—	0.70		
clear base	—	—	0.70		
top coat	—	—	0.70		
old packs	—	—	—		
Directionale					
colour control	—	—	2.25		
equalizing lotion No.1 & No.2	—	—	2.00		
powder loose	—	—	2.25		
powder compact small	—	—	1.50		
refill	—	—	1.25		
powder compact large	—	—	2.00		
refill	—	—	1.50		
powder compact gilt	—	—	4.25		
eye care	—	—	3.50		
lip over frost	—	—	0.90		
moisture compensate	—	—	—		
No.1 and No.2	—	—	5.50		
moisture shield	—	—	3.50		
	—	—	5.75		
skin bath	—	—	2.00		
throat care	—	—	3.50		
for men					
after-bath talc travel	—	—	0.50		
pack	—	—	0.60		
after shave gelee	—	—	—		
after shave lotion travel	—	—	0.60		
pack	—	—	—		
eau de Cologne travel	—	—	0.70		
pack	—	—	0.60		
shampoo	—	—	—		



		Trade £·p	Tax £·p	Retail £·p
up moisture	3oz	0·82	0·451	1·75
lly soft body lotion	8oz	0·94	0·517	2·00
age (Hermes (1525 PDP)				
r shave gel	4oz	—	—	2·85
ion	4oz	—	—	2·20
	8oz	—	—	3·35
avel pack		—	—	1·95
orant stick		—	—	0·80
shave cream	4oz	—	—	0·90
de toilette	4oz.	—	—	3·25
	32oz	—	—	12·50
avel pack		—	—	2·75
iving foam	8oz	—	—	1·75
o toilet	5½oz	—	—	0·95
um powder	3oz	—	—	1·25
nic (509 Gibbs)				
iving stick		1·235dz	0·455dz	0·18
fill		0·79dz	0·29dz	0·11
ve cream brushless				
	tube	1·40dz	0·515dz	0·20
	jar	—	—	—
	lather tube	1·40dz	0·515dz	0·20
	giant	—	—	—
erfoam aerosol		2·035dz	0·745dz	0·29
rococin (2 Abbott)				
ension	60ml			
roped (2 Abbott) existing entry				
throped (2 Abbott) TS				
nules for suspension				
o make	100ml	7·00dz	—	0·88
o infants	100ml	5·00dz	—	0·53
orte	100ml	1·13	—	1·70
icillin (1153 SKF) TS				
o	100ml	0·36	—	0·54
o	100ml	0·44	—	0·66
amel (1153 5KF)	25g	0·14	0·05	0·26
rnade (1153 5KF) †s				
nsule capsules	30	0·57	—	0·86
	250	4·56	—	6·84
up	150ml	0·32	—	0·48
e Lauder (425 ELC)				
e & cheek tints		—	—	2·10
nder lip tints		—	—	1·45
mouflage wrinkle				
over		—	—	2·10
ute (428 Ethigel) †s48				
lets 100mg	250	0·60	—	0·90
	500	1·10	—	1·65
	1000	2·10	—	3·15
200mg	250	0·85	—	1·28
	500	1·60	—	2·40
	1000	3·15	—	4·75
yl (430 Eucryl)				
okers denture cleaner		1·17dz	0·43dz	0·17½
ene (431 Eugene)				
ffure conditioning	1oz	1·20dz	0·64dz	0·21
ection hair perfume				
	4oz	0·98dz	0·53dz	0·18
r thickener	20cc	1·04dz	0·56dz	0·18
ampoos				
il of orange	20cc	0·56dz	0·20dz	0·09
il of orange, oil of lemon				
nk shield	210cc	2·14dz	0·77dz	0·30
elacquer		0·31dz	0·11dz	0·06
ring hair mist				
erosol	135g	1·90dz	1·02dz	0·32½
	410g	4·15dz	2·23dz	0·74
est End aerosol		2·95dz	1·58dz	0·56
isp lacquer aerosol				
	135g	1·90dz	1·02dz	0·32½
	410g	4·15dz	2·23dz	0·74
nino Vernade (1336WJ&C)				
	1·0ml	0·29	0·11	0·54
n-Cachet (1519 5A)				
f bottles	2·56	0·56	0·19½	
	(1½dz)	(1½dz)	0·28½	
ttles	2·24dz	0·50dz	0·28½	
ansyl (1153 5KF) †s48				
nsule capsules	30	0·70	—	1·05
	250	5·56	—	8·34
ovent (289 Concept) †s154A				
lets 100	0·36	—	—	—
erance (813 MF)				
sting powder	0·475	0·248	0·96	
u de toilette spray	0·292	0·153	0·59	
c new design	0·148	0·077	0·30	
re (443 Eylure)				
elashes				
efertiti Nos. 1 & 2	6·44dz	3·37dz	1·09	
l polishes	2·30dz	1·20dz	0·39	
le (800 TM)				
y (1010 P & G)				
p complexion	3·00	1·07	0·06½	
	(6dz)	(6dz)	0·10	
bath	3·10	1·11	0·10	
	(4dz)	(4dz)	0·12½	
family	1·94	0·69	0·12½	
	(2dz)	(2dz)	0·47	
res (1336WJ&C)				
hets	12	0·25	0·09	0·47
odyl (901 Norton) †				
istributors 1545 Vestric)				
	500ml	0·50	—	—
	2l	1·65	—	—
ners (800 TM)				
oners (195 B & 5L)				

		Trade £·p	Tax £·p	Retail £·p
<b>Famel (690 Keldon)</b>				
inctus children's †DDI				
100ml		1·89dz	—	0·21
inhaler		1·21 dz	0·43dz	0·17
syrup †DDI	small	1·63dz	0·58dz	0·23
	large	2·48dz	0·89dz	0·35
	family	4·26dz	1·52dz	0·60
<b>Farex (518 Glaxo)</b>				
(distributors 448 Farleys)				
fingers	6oz	2·32	—	0·12
		(2 doz)		
<b>Farleys (448 Farleys)</b>				
gluten free biscuits	8oz	2·32	—	0·12
		(2 doz)		
milk food full cream		3·10dz	—	0·30
rusks	small	1·15	—	0·06
		(2 doz)		
	large	1·08dz	—	0·11
	family	1·56dz	—	0·16
<b>FDS (1437 ACC)</b>				
deodorant aerosol		2·24dz	1·23dz	0·37
deodorant aerosol	40g	1·81 dz	1·00dz	0·30
deodorant aerosol				
economy		2·66dz	1·46dz	0·44
<b>Fe-cap (824 MCP)</b>				
capsules	2500	15·62	—	24·43
<b>Fe-cap C (824 MCP)</b>				
capsules	30	0·42	—	0·63
<b>Fe-cap folic (824 MCP)</b>				
capsules	30	0·38	—	0·57
	500	3·78	—	5·67
	2500	16·66	—	24·99
<b>Fecarb (142 BML)</b>				
tablets	5000	10·25	—	—
<b>Feedrite (454 Feedrite)</b>				
(distributors 1349 LW)				
feeders insulated complete				
Supreme				
(wide mouth)		4·20dz	—	0·52½
(narrow mouth)		3·72dz	—	0·46½
stoppers		0·60dz	—	0·03
teats, anti-colic for				
narrow necks		0·36dz	—	0·04½
wide necks		0·44dz	—	0·05½
<b>Feen-a-Mint (133 WL)</b>				
tablets 24				
<b>Felsol (181 Felsol)</b>				
powders				
	12	1·575dz	0·58dz	0·22½
	60	6·24dz	2·28dz	0·88½
	90	0·79	—	—
	dp			
<b>Femerital (824 MCP)</b>				
tablets	50	0·50	—	0·75
<b>Feminax (893 Nicholas) †DDI</b>				
tablets	12	1·69dz	0·575dz	0·25
<b>Fenjal (1113 S &amp; 8)</b>				
"Classic" creme bath				
	21cc	1·59dz	0·80dz	0·25
	42cc	3·12dz	1·58dz	0·49
	98cc	6·24dz	3·16dz	0·98
	231cc	12·62dz	6·37dz	1·98
	decanter 140cc	11·79dz	5·96dz	1·85
	370cc	25·49dz	12·88dz	4·00
Satin Touch talc	100g	3·06dz	1·54dz	0·48
"Fresh" creme bath				
	21cc	1·59dz	0·80dz	0·25
	42cc	3·12dz	1·58dz	0·49
	98cc	6·24dz	3·16dz	0·98
	231cc	12·62dz	6·37dz	1·98
	decanter 140cc	11·79dz	5·96dz	1·85
<b>Feravol (228 Carlton)</b>				
syrup	220ml	0·36	—	—
	2l	2·37	—	—
tablets	250	0·53	—	—
	1000	1·75	—	—
<b>Feravol-G (228 Carlton)</b>				
syrup	220ml	0·37	—	—
	2l	2·43	—	—
tablets	60	0·19	—	—
	250	0·67	—	—
	1000	2·50	—	—
<b>Fergon (1599 Winthrop)</b>				
tablets 1000				
<b>Fernico (333 Cupal)</b>		1·41dz	—	0·20
<b>Ferraemia (1336VWJ&amp;C)</b>				
tablets	60	0·13	0·05	0·25
	250	0·42	—	0·63
	500	0·63	—	0·94
	1000	1·05	—	1·58
<b>Ferro-Mandets (746 Lederle)</b>				
	60	0·35	—	0·53
	1000	4·00	—	6·00
<b>Ferro-Redoxon (1074 Roche)</b>				
tablets	1000			
<b>Fersolate (518 Glaxo)</b>				
<b>Ferybar (1091 Rybar)</b>				
tonic	150ml	2·00dz	0·73dz	0·31
	115ml	—	—	—
<b>Fibrosine (655 ICC)</b>				
balm		1·41dz	0·52dz	0·20
<b>Fields (893 Nicholas)</b>				
bath cubes	6	1·60dz	0·84dz	0·27
talcum		1·51dz	0·79dz	0·25½
toilet soap		0·83dz	0·29dz	0·12
shave stick		0·63dz	0·22dz	0·09
<b>Finalgon (145 8)</b>				
(distributors 501 Geigy)				
ointment	20g	0·13	0·05	0·24
<b>Fisherman's Friend (771 LCPL)</b>				
throat & chest lozenges		0·81	0·30	0·07½
		(20pkts)	(20pkts)	

		Trade £·p	Tax £·p	Retail £·p
<b>Fisons (463 Fisons)</b>				
peats				
selected garden	small	0·11	—	0·16½
	handy	0·15	—	0·22½
	large	0·34	—	0·51
rose & shrub	handy	0·17	—	0·25½
	ex. large	0·55	—	0·83
special lawn	50sq.yd	0·60	—	0·90
<b>Flambeau (466 FI)</b>				
Cologne spray	1785	0·48	0·265	1·05
<b>Floradix (29 Alfonal)</b>				
elixir		—	—	1·37½
<b>Floret (1037 Reckitt)</b>				
	standard	1·63dz	—	0·19
<b>Floxapen (1393 8RL) T5</b>				
powder for syrup	100ml	1·50	—	—
<b>Fluor-a-day (368 DHP)†</b>				
tablets	250	0·25	—	0·37½
<b>Fluor-a-day Lac (368 DHP)‡</b>				
tablets	200	0·25	—	0·37½
<b>Flushette (430 Eucryl)</b>				
toilet deodoriser		0·52dz	—	0·06½
<b>Flypel (649 ICI)</b>				
gel	30g	1·125dz	0·41dz	0·18
cream		—	—	—
<b>Folex (1091 Rybar)</b>				
tablets	50	2·50dz	—	0·31
	500	1·35	—	—
<b>Folks (1152 SK) †DDI</b>	2oz	1·10dz	—	0·14
<b>Folvron (746 Lederle)</b>				
tablets	100	0·35	—	0·53
<b>Footease (1335 Wigglesworth)</b>				
powder		0·90dz	0·33dz	0·15
<b>Formocarbaine (1336WJ&amp;C)</b>				
granules naphtholated		0·48	0·18	0·90
or simple				
<b>Fortral (1599 Winthrop) †s48</b>				
capsules	100	3·54	—	—
	500	17·26	—	—
<b>Fourex (774 LR)</b>				
skins		1·50dz	—	—
<b>Fradojel (451 F &amp; J)</b>		1·23dz	0·45dz	0·19
<b>Francks Grains de Sante (1336WJ&amp;C)</b>				
<b>Frantini (208 BVV)</b>				
powder	250g	2·835	—	4·25
<b>Freezone (655 ICC)</b>				
corn remover		1·12dz	0·41dz	0·16
<b>Freflo (1349 LW)</b>				
feeding bottles wide neck				
	4oz	1·12dz	—	0·14
with teat				
high density polythene				
	4oz	1·12dz	—	0·14
	8oz	1·28dz	—	0·16
heat resisting glass	8oz	1·59dz	—	0·20
polycarbonate	4oz	1·23dz	—	0·15½
	8oz	1·59dz	—	0·20
feeding bottle set		0·60	—	0·90
spare caps and discs				
set of 1		0·27dz	—	0·03½
set of 3		0·60dz	—	0·07½
teats (1)		0·46dz	—	0·06
(3)		1·43dz	—	0·16½
teat cover		0·32dz	—	0·04
<b>French Almond (1070 Windsor)</b>	existing entry			
<b>French Almond (1070 Windsor)</b>				
anti perspirant spray				
	130g	2·22dz	1·19dz	0·42
bath oil	55ml	3·97dz	2·13dz	0·75
bubble bath	145ml	4·50dz	1·61dz	0·75
creme perfume	15g	5·29dz	2·84dz	1·00
dusting powder	120g	5·72dz	3·07dz	1·08
hair spray	175g	3·18dz	1·71dz	0·60
hand cream	163g	2·75dz	1·47dz	0·52
milk bath	113g	5·22dz	1·87dz	0·87
perfume small	6ml	4·23dz	2·27dz	0·80
large	14ml	7·94dz	4·26dz	1·50
spray mist	7·5g	5·56dz	2·98dz	1·05
skin perfume	25ml	4·23dz	2·27dz	0·80
soap (2)	3½oz	2·40dz	0·86dz	0·40
splash Cologne	170ml	7·94dz	4·26dz	1·50
spray Cologne	50g	4·76dz	2·55dz	0·90
taic puffer	113g	2·75dz	1·47dz	0·52
shaker	85g	2·01dz	1·08dz	0·38
travel trio		5·29dz	2·84dz	1·00
velvet smooth	150g	4·23dz	2·27dz	0·80
<b>Fresh &amp; Dry (172 8MCL)</b>				
roll-on	42cc	0·209	0·115	0·40
<b>Fresh'n Dainty (506 Gerhardt)</b>				
deodorant liquid	100cc	2·10dz	1·10dz	0·35
regular spray	70g	2·28dz	1·19dz	0·38
fleur de lis spray	50g	1·86dz	0·97dz	0·30
talcum powder		1·38dz	0·72dz	0·23
tissues (6)		0·90dz	0·47dz	0·14
economy pack (24)		2·58dz	1·35dz	0·40
<b>Fresh Beauty (280 CP) Yorkshire area only</b>				
soap toilet		1·26	0·47	0·05½
		(3 dz)	(3 dz)	
bath		1·84	0·68	0·08
		(3 dz)	(3 dz)	
<b>Fresh Start (256 CPL)</b>				
cleansing gel	tube	2·08dz	1·06dz	0·33
<b>Froment (600 JH)</b>				
	6½oz	0·84dz	—	0·09
	14oz	1·80dz	—	0·19
	28oz	0·265	—	0·33
<b>Fuji (565 Hanimex)</b>				
Fujicolor film N100				
	126—12 exp	—	—	0·53
	126—20 exp	—	—	0·64
	135—20 exp	—	—	0·59
	135—36 exp	—	—	0·79



	Trade £·p	Tax £·p	Retail £·p
roll 120	—	—	0.46
Fujichrome film	—	—	—
R100 135—20	—	—	1.19
135—36	—	—	1.69
126—20	—	—	1.19
R25	—	—	1.86
RT50	—	—	1.86
cine film single—8	—	—	—
black & white R50	—	—	1.62
R200	—	—	1.62
Fujica (565 Hanimex) existing entry	—	—	—
Fujica (565 Hanimex)	—	—	—
camera 35mm compact	—	—	39.98
cine single—8	—	—	—
C100	—	—	29.98
P1	—	—	33.98
P300	—	—	63.98
projectors	—	—	—
Fujicascope M25	—	—	59.00
MG90	—	—	119.98
Fullers (800 TM)	—	—	—
Fullers (195 B & SL)	—	—	—
Furacin (1153 SKF)	—	—	—
ointment	—	—	—
25g	0.14	—	0.21
500g	1.51	—	2.27
500ml	1.54	—	2.31
solution	—	—	—
Furadantin (1153 SKF)	—	—	—
suspension	—	—	—
150ml	0.40	—	0.60
2l	4.60	—	6.90
Furoxone (1153 SKF)	—	—	—
suspension	—	—	—
300ml	0.44	0.16	0.82
tablets 100mg	0.46	—	0.69
200	4.14	—	6.21
Fynnon (104 BP)	—	—	—
salt	1.595dz	0.585dz	0.22
spa bath salts	1.22dz	0.675dz	0.19
	1.865dz	1.03dz	0.29
Fynnon (104 BP) (Lancs TV area only)	—	—	—
rheumatic aspirin	1.45dz	0.535dz	0.20
	2.535dz	0.93dz	0.35
Fynnon (104 BP) (Northern UK only)	—	—	—
rheumatic spray	2.825dz	1.04dz	0.39
Gabail (1336 WJ&C)	—	—	—
elixir ts4B	—	—	—
200ml	0.25	0.09	0.47
500ml	0.48	0.17	0.89
1l	0.79	0.29	1.47
2l	1.50	0.55	2.80
formula 2	0.25	0.09	0.47
sodium gentisate	0.61	—	0.92
500	3.70	—	5.55
syrup pertussis ts4B	—	—	—
100ml	0.15	0.06	0.29
500ml	0.45	0.16	0.84
Gala of London (876 MP)	—	—	—
eye liqui tints	2.35dz	1.295dz	0.42
mascara liqui lash	3.75dz	2.065dz	0.67
skin bronzer	3.19dz	1.755dz	0.57
Gale's (1449 R & CFD)	—	—	—
honey set and clear ½lb	1.20dz	—	0.12
1lb	1.98dz	—	0.20
Galjado (1282 VB)	—	—	—
grey hair pomade	1.60dz	0.88dz	0.30
hair colour restorer	2.10dz	1.155dz	0.40
hair darkening	—	—	—
brilliantine	1.80dz	0.99dz	0.30
scurf and dandruff lotion	1.80dz	0.99dz	0.30
scurf pomade	1.40dz	0.51dz	0.20
Gamophen (672 Johnson)	—	—	—
medicated soap	1.00	0.367	0.07½
	(2dz)	—	—
Gantanol (1074 Roche)	—	—	—
syrup	—	—	—
250ml	—	—	—
Gantrisin (1074 Roche)	—	—	—
syrup	—	—	—
500ml	—	—	—
tablets	—	—	—
20	—	—	—
Garlodex (851 MHP)	—	—	—
tablets	—	—	—
144	4.50dz	1.65dz	0.68½
Gastrovite (824 MCP)	—	—	—
tablets	—	—	—
50	0.24	—	0.36
250	0.98	—	1.47
Gayelord Hauser (759 L & B)	—	—	—
juice extractor	9.05	3.32	16.89
Gelineau (1336 WJ&C) ts1	—	—	—
dragees	—	—	—
144	0.51	0.19	0.95
Gelozone (851 MHP) 2oz	1.30dz	—	0.14½
Gelusil (1310 WW)	—	—	—
tablets	—	—	—
20	0.97dz	0.355dz	0.15
50	1.91dz	0.70dz	0.28
Genatropine (1336 WJ&C)	—	—	—
Geneserine (1336 WJ&C)	—	—	—
Genoscopamine (1336 WJ&C) ts1	—	—	—
granules	—	—	—
60	0.45	0.16	0.84
Geratrix (175 BCP) †	—	—	—
Capsoids	—	—	—
30	1.01	—	1.35
100	3.00	—	4.00
Gerber (200 B & P)	—	—	—
strained foods	—	—	—
fruits	—	—	—
4½oz	0.59dz	—	0.06
Geriden (369 DL)	—	—	—
Gerivin (1091 Rybar)	—	—	—
tonic	—	—	—
150ml	2.70dz	0.99dz	0.43
115ml	—	—	—
Germaine Monteil (1486 GM)	—	—	—
Super Moist	—	—	—
neck cream	—	—	—
30g	—	—	2.50
60g	—	—	4.50

		Trade £·p	Tax £·p	Retail £·p
<b>Germolene (104 BP)</b>				
medicated foot spray		2.445dz	0.90dz	0.34
medicated plasters		1.40dz	—	0.15
ointment	tin	1.23dz	0.455dz	0.17
		2.175dz	0.80dz	0.30
	tube	1.23dz	0.455dz	0.17
<b>Germoloids (104 BP)</b>				
ointment		1.81dz	0.665dz	0.25
suppositories		1.81dz	0.665dz	0.25
		3.33dz	1.225dz	0.46
<b>Gestyl (917 Organon) †s4B</b>				
ampoules 1000 iu.	12	4.80	—	7.20
<b>Gillette (514 Gillette)</b>				
blades blue	5	1.20	0.43	0.11
		(20 pkts)	(20 pkts)	
blue extra	5	1.64	0.59	0.15
		(20 pkts)	(20 pkts)	
platinum packets or				
dispensers	5	3.42	1.23	0.25
		(25 pkts)	(25 pkts)	
		6.84	2.45	0.25
		(50 pkts)	(50 pkts)	
	10	6.43	2.30	0.47
		(25 pkts)	(25 pkts)	
razors				
3-piece		1.97dz	0.71 dz	0.30
Adjustable		9.85dz	3.52dz	1.50
Slim Twist		4.92dz	1.76dz	0.75
Techmatic cartridge				
refill		2.95	1.06	0.36
		(1½ dz)	(1½ dz)	
<b>Gill's (101 Beautisales)</b>				
medicated dog shampoo		0.09	0.03	0.17
<b>Gin-Fizz (Lubin (957 Perl))</b>				
eau de toilette atomiser	599	1.15	0.635	2.35
<b>Glaxo (518 Glaxo)</b>				
vaccine diphtheria	5ml			
<b>Glintee (1335 Wigglesworth)</b>				
pastilles		0.90dz	0.33dz	0.14
shampoo		0.85dz	0.31dz	0.14
<b>Glybron (1297 WD)</b>				
<b>Glybron (228 Carlton) †DD1</b>				
	112ml	1.50dz	0.55dz	0.23
	220ml	2.60dz	0.95dz	0.40
<b>Glymiel (1351 WLU)</b>				
jelly		0.65dz	0.355dz	0.11
		1.00dz	0.55dz	0.17
<b>Gnome (520 Gnome) existing entry</b>				
<b>Gnome (520 Gnome)</b>				
projectors				
Alphax Major	721	—	—	49.40
	722	—	—	55.96
Classic	741	—	—	16.91
Insta	762	—	—	18.21
Insta Classic I.Q.	765	—	—	21.71
Mini	763	—	—	18.21
Mini Classic I.Q.	766	—	—	21.71
Supreme '300'		—	—	27.94
auto		—	—	38.37
de luxe		—	—	42.88
Supreme I.Q.		—	—	35.15
auto		—	—	44.76
de luxe		—	—	48.46
'300' auto with R/F		—	—	42.76
de luxe		—	—	45.46
I.Q. auto with R/F		—	—	47.04
de luxe		—	—	50.74
screens 30×30	799	—	—	3.95
30×30	796	—	—	4.19
40×40	797	—	—	5.25
50×50	798	—	—	7.41
<b>Goddards (430 Eucryl)</b>				
embrocation		0.85dz	0.31dz	0.12
		1.48dz	0.545dz	0.21
		2.26dz	0.83dz	0.32
white oils cream		—	—	—
<b>Golden Claritex (1349 LW)</b>				
<b>Gold Spot (409 EH)</b>				
(distributors 67 Ashe)				
breath purifier		1.13dz	0.40dz	0.17
aerosol		2.93dz	1.05dz	0.44
<b>Gonne (727 Lane)</b>				
rheumatic balm	35g	1.40dz	0.51dz	0.22
	112g	2.45dz	0.895dz	0.37
	1½oz	—	—	—
<b>Good Boy (1396 ABL)</b>				
choc drops for dogs		1.91	0.41	0.04
		(6 doz)	(6 doz)	
		3.53	0.76	0.11½
		(4 dz)	(4 dz)	
		2.83	0.61	0.18½
		(2 dz)	(2 dz)	
		3.54dz	0.76dz	0.43½
		7.35dz	1.59dz	0.90
		2.50	0.54	0.15½
		(2 doz)	(2 dz)	
mint chocs	3½lb	—	—	—
yeast-plus tablets for		1.68	—	0.10½
dogs		(2 dz)	—	—
		2.08dz	—	0.26
<b>Goulds (1335 Wigglesworth)</b>				
antiseptic baby foam		2.20dz	—	0.28½
	142g	0.90dz	0.33dz	0.13
baby powder				
<b>Grains de Vals (1336WJ&amp;C)</b>				
	50	0.23	0.08	0.42
<b>Granose (535 Granose)</b>				
blackcurrant juice		2.25dz	—	0.24
decaffeinated coffee	2oz	2.42dz	—	0.26
	4oz	4.61dz	—	0.48

		Trade £·p	Tax £·p	Retail £·p
fruit bran	1½lb	2.12	—	2.65
	8oz	1.36dz	—	0.14
grape juice	24½oz	3.36dz	—	0.35
meatless steak	8oz	1.47dz	—	0.15
	16oz	2.26dz	—	0.24
peanut butter	6oz	1.10dz	—	0.11
	12oz	1.73dz	—	0.18
	6lb	1.01	—	1.28
peanut crumble	6oz	1.10dz	—	0.11
	12oz	1.73dz	—	0.18
	6lb	1.01	—	1.28
rolls	12	1.12dz	—	0.12
	25	1.65dz	—	0.17
sea salt	2lb	1.80dz	—	0.19
<b>Granoton (126 Biocos)</b>				
	large	0.90	—	1.25
<b>Grapix (840 EMF)</b>				
grape juice	23oz	4.50dz	—	0.49
<b>Grasshopper (1418 Strenol)</b>				
<b>Grasshopper (1169 BG5)</b>				
ointment	25g	0.08	0.03	0.14
<b>Gremlins (175 BCP)</b>				
tablets	28	0.84dz	0.31dz	0.12
<b>Griptight (1349 LW)</b>				
bottle brushes standard		0.51dz	—	0.06½
de luxe with handle		0.92dz	—	0.11½
feeding bottles narrow				
neck		0.84dz	—	0.10½
polythene with teat				
heat resistant glass with				
teat		1.04dz	—	0.13
spare glass		0.84dz	—	0.10½
polycarbonate with teat		1.28dz	—	0.16
soothers cherry or				
straight		0.26dz	—	0.03½
soother rattle		0.46dz	0.16dz	0.08
teething pacifiers (2)		0.72dz	—	0.09
teething ring soother		0.53dz	—	0.07
teats narrow neck				
cherry or straight		0.29dz	—	0.04
<b>Grisovin (518 Glaxo) TS</b>				
tablets 500mg	25	1.13	—	1.50
	100	4.33	—	5.77
<b>Grossmith (545 Grossmith)</b>				
bath crystals	809	2.45dz	1.31dz	0.42
perfumed soaps (3) in				
acetate drums		4.20dz	1.50dz	0.65
toilet soap white rose				
& cucumber	206D	0.75dz	0.27dz	0.12
<b>Grosvenor (547 GPC)</b>				
gift packs				
cream foam beauty bath				
	55	2.16dz	0.72dz	0.33
cream foam gloss				
decanter	56	4.80dz	1.74dz	0.75
"London Scene"				
bath gelee	57	2.16dz	0.78dz	0.34
Young Miss Grosvenor				
	66	4.20dz	1.98dz	0.69
Fantasy 1 lb bag	1	1.02dz	0.54dz	0.18
	1½ lb bag	2	1.32dz	0.72dz
				0.23
Sportsmans soap	68	1.86dz	0.66dz	0.29
Big Ben Fantasy	90	2.04dz	1.14dz	0.35
Chinese lantern bath				
delights	92	2.28dz	1.26dz	0.39
Fantasy white opal glass				
jar	93	5.04dz	7.76dz	0.86
<b>Gucki (16 AGL)</b>				
view 35mm		—	—	0.69
<b>Gustins Lithines (1336WJ&amp;C)</b>				
		0.35	0.13	0.65
<b>Gynovlar 21 (1479 5CL) †s4B</b>				
tablets	1×21	0.27	—	0.40
	3×21	0.73	—	1.10
	6×21	1.37	—	2.06
<b>Hadensa (1336WJ&amp;C)</b>				
pile ointment		0.25	0.09	0.47
<b>Hai Karate (1552 UL) London</b>				
after shave lotion	70cc	3.804dz	2.092dz	0.65
	140cc	5.268dz	2.897dz	0.90
body talc		2.925dz	1.608dz	0.50
<b>Hair's Dr. (557 Dr. Hair)</b>				
asthma remedy	4oz	1.40dz	0.517dz	0.20½
	8oz	2.40dz	0.883dz	0.35
<b>Halex (1102 Sanitas)</b>				
toothbrushes				
bristle		1.60dz	—	0.20
Noddy		0.90dz	—	0.11
nylon		0.93dz	—	0.12
Noddy		0.735dz	—	0.09
carded		0.93dz	—	0.12
Capri		1.60dz	—	0.20
smokers		1.60dz	—	0.20
twin		1.40dz	—	0.18
junior twin		1.20dz	—	0.15
denture brush		1.70dz	—	0.21
<b>Haliborange (34 A &amp; H)</b>				
tablets	30	0.16	—	0.24
	100	0.42	—	0.63
	200	0.72	—	1.08
<b>Halina (1136 Silber)</b>				
cameras still				
500		—	—	19.95
case		—	—	2.47
<b>Halo (280 CP) Southern area only</b>				
hairspray		2.00dz	1.10dz	0.31
set with conditioner		0.84dz	0.46dz	0.13
shampoo		1.27dz	0.47dz	0.18
<b>Haloxil (295 CM &amp; R)</b>				
liquid drench (vet.) 1gal		14.25	—	19.00



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
ex (565 Hanimex) existing entry				D	Hematofer Robin (1336WJ&C)	0.45	0.16	0.84	chemicals		
ex (565 Hanimex)				I	Hemotabs (67 Ashe)	1.45dz	0.52dz	0.22	Bromophen	600ml	0.15
bras super 8					Her (727 Lane)				II	0.28	0.22½
admatic M50	—	—	14.70		shampoo	4oz	1.70dz	0.63dz	80oz	0.39	0.42
M100	—	—	19.98		Herbelix (727 Lane)				1 gal	0.52	0.58½
M200	—	—	29.50		decongestant	100ml	2.85dz	1.04dz	3gal	1.28	0.78
MP200	—	—	35.00		Herlem (727 Lane)				500cc	—	1.92
MPF310	—	—	69.98		hand cream	1oz	1.00dz	0.55dz	80oz	1.72	2.58
equipment					Herwell (727 Lane)				10oz	—	D
atron 300	—	—	22.50		hair tonic	4oz	1.35dz	0.745dz	20oz	0.35	0.52½
400	—	—	25.00		8oz	2.10dz	1.155dz	0.35	ID-2 developer	80oz	0.28
500	—	—	39.98		Hibitane (649 ICI)				1gal	0.38	0.57
gun cube flash	—	—	1.75		concentrate 5%	5l	5.00	—	600ml	0.15	0.22½
imeters					1gal	—	—	7.50	80oz	0.28	0.42
45	—	—	4.70		HI-Fi (813 MF)				1gal	0.38	0.57
55	—	—	5.50		fluid make-up	0.242	0.126	0.49	3gal	0.94	1.41
60-Cd5	—	—	6.50		tube	0.193	0.101	0.39	1gal	0.68	1.02
80-Cd5	—	—	8.50		Hiltone (105 BTD)				II	0.24	0.36
85-Cd5	—	—	16.98		116cc	2.225dz	1.225dz	0.34½	80oz	0.33	0.49½
konic Brockway					shaders	0.485dz	0.27dz	0.07½	1gal	0.44	0.66
L28C	—	—	23.50		Histofax (208 BW)				300ml	0.23	0.34½
slides	—	—	4.95		cream	17.5g	0.14	0.05	80oz	0.74	1.11
marine L164	—	—	56.98		Histeryl (1153 5KF) †s7				1gal	0.99	1.48½
ectors cine					5pansule capsules						
admatic 720	—	—	34.98		2.5mg	30	0.32	—	600ml	0.15	0.22½
880	—	—	39.98		5mg	250	2.43	—	2.5l	0.31	0.46½
904 dual	—	—	55.98			30	0.43	—	3gal	1.10	1.65
10 dual	—	—	53.00			250	3.24	—	600ml	0.15	0.22½
ectors slide									II	0.25	0.37½
animette 100	—	—	9.98		Hold & Shine (1038 R & C)				2.5l	0.33	0.49½
anorama 300	—	—	15.75		hair spray	1.71dz	0.94dz	0.26	5l	0.51	0.76½
Ronde	—	—	64.95		hair spray	12oz	2.60	1.40	1gal	0.47	0.70½
2000 RF	—	—	77.95		Hollister (2 Abbott)						
2000 EF	—	—	82.50		stoma bags						
2000 TEF	—	—	23.50		adhesive	50	9.25	—	300ml	0.25	0.37½
ndette	—	—	33.90		regular	50	5.75	—	80oz	0.94	1.41
4005	—	—	46.25		Karaya seal	30	6.35	—	1gal	1.30	1.95
12005	—	—	53.95		stoma bags drainable						
1200A	—	—	1.50		Karaya seal 16in	30	9.25	—			
1200RF	—	—	1.98		with adhesive square						
wers Hanimette	—	—	1.98		12in	30	11.75	—			
Hanorama	—	—	3.98		16in	30	11.75	—			
reviewer	—	—	—		drainable bag clamp						
sta	—	—	—		ostomy belt						
py Baby (545 Grossmith)	2.50	0.89	0.20	I	Honeyfruit (175 BCP)						
oy powder	400g	(2dz)	(2dz)		health food	7oz	2.43dz	—			
ene (409 EH)					16oz	4.50dz	—	0.27			
nomile golden hair wash					Honeyjel (175 BCP)						
	1.05dz	0.56dz	0.20		7oz	2.43dz	—	0.27			
r tonic	0.97dz	0.52dz	0.18		16oz	4.50dz	—	0.50			
ic dressing for men	1.05dz	0.56dz	0.20		Horseguard (176 BCLO)						
mony (412 Elida)					antiseptic healing cream	200g	5.635dz	2.065dz			
r colour					hoof oil	1pt	5.305dz	1.945dz			
pic (1037 Reckitt)					1gal	1.705	0.625	2.90			
atory cleanser					hoof ointment	200g	4.94dz	1.81dz			
small	0.92dz	—	0.10		nutritional supplement						
large	1.44dz	—	0.16		1pt	4.05dz	—	0.45			
per	1.18dz	—	0.13		1gal	1.80	—	2.40			
phryn (1599Winthrop)	1.55dz	—	0.17		House of Ulay (1549 H of U)						
ay	1.60dz	—	0.20		cold cream	—	—	0.72			
ch & Heather (588 H & H)					hand lotion	—	—	0.75			
i-smoking tablets	1.29dz	0.47dz	0.20		moisture cream	—	—	0.72			
delion coffee	4.24dz	—	0.47		soap bath size	—	—	0.45			
ey Special Blend					vanishing cream	—	—	0.72			
lear or set)	1lb	2.41dz	—	0.26	Hudnut (631 Hudnut)						
me blossom-					Cactus cleanser	3.14dz	1.725dz	0.53			
Roumania (clear)	1lb	2.07dz	—	0.22	Cream of Cactus	1.96dz	1.08dz	0.33			
7lb	1.15	1.48½	—	0.41½	Light and Bright	4.21dz	2.315dz	0.71			
ange—Spain (set)	1lb	2.07dz	—	0.22	Roll Quick	1.94dz	1.065dz	0.32			
7lb	1.15	1.48½	—	0.41½		1.09dz	0.60dz	0.18			
over-New Zealand						2.06dz	1.135dz	0.34			
set)	1lb	2.29dz	—	0.24½							
7lb	1.29	1.66	—	0.49							
olden-Mexican											
set)	1lb	1.85dz	—	0.20							
7lb	0.99	—	1.28	—							
ymetus (clear)	1lb	3.97dz	—	0.41½							
oral-Canada (set)	1lb	2.07dz	—	0.22							
7lb	1.15	1.48½	—	0.41½							
veryday-Guatemala											
clear)	1lb	2.09dz	—	0.22½							
7lb	1.15	1.49	—	0.49							
acia-Roumania											
clear)	1lb	2.16dz	—	0.23½							
7lb	1.19	1.53	—	0.49							
pery elm food	2lb	4.43dz	—	0.49							
oking mixture											
erbal											
ragrant	1.89dz	—	0.21								
plain	1.89dz	—	0.21								
mellow	1.56dz	—	0.17½								
tablets	50	1.47dz	0.54dz	0.24							
therclean (588 H & H)		0.83dz	0.30dz	0.14							
		1.515dz	0.555dz	0.25							
ex (976 PL)											
lets	16	1.535dz	—	0.16							
ex (727 Lane)											
e ointment	28g	1.20dz	0.44dz	0.20							
1oz	—	—	—	D							
nz (593 Heinz)											
iners for one	7½oz	1.967	—	0.10							
		(2dz)	0.625dz	0.10dz							
oy tumbler											
na Rubinstein (596 HR)											
elashes											
emi	—	—	1.90								
atural	—	—	2.00								
aggy	—	—	2.40								
inburst	—	—	2.70								
mination	—	—	—								
uffle liquid foundation	—	—	3.00								



	Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p
Jackel (1412 Jackel)									Kelferon (824 MCP)		
combs aluminium				peacock with soap egg	3·25dz	1·19dz	0·50		tablets	100	0·20
pocket 200	0·12	0·045	0·22	pomander 1070	2·95dz	1·625dz	0·50		1000	1·44	2·16
medium 210GF	0·13	0·05	0·25	posy 216	2·45dz	0·895dz	0·38		5000	6·40	9·60
225 & 252	—	—	—	rattan basket 204	5·70dz	2·085dz	0·88		Kelolote (824 MCP)		
Janet's (800 TM)				shades of pink hanger					tablets	100	0·30
Janet's (195 B & SL)				93	1·55dz	0·7259dz	0·25		1000	2·26	3·39
Jantzen (810 Maw)				gift set 95	3·10dz	1·4186dz	0·50		5000	8·50	12·75
swin caps				luxury coffret 96	8·60dz	3·3004dz	1·35		Kelocyanor (1077 Rona)		
Bubble crepe	2·09dz	0·285dz	0·29	shell heart soap 417	2·25dz	0·82dz	0·35		ampoules	6	3·00
Callas	0·96	0·13	1·60	sitting doll 418	3·40dz	1·245dz	0·53		Kemazoids (175 8CP)		
Chequer	4·66dz	0·64dz	0·65	snooker soap 407	4·10dz	1·50dz	0·63		tablets	20	1·32dz
Cindy	1·35	0·19	2·25	soap palette 406	4·10dz	1·50dz	0·63				
Cluster	3·22dz	0·44dz	0·45	soap on a rope 306	2·15dz	0·785dz	0·33		Kent (693 Kent)		
Cressy	0·60	0·08	1·00	swan with soap egg 415	2·90dz	1·06dz	0·45		bath brushes	FW1	2·15
Diving Girl	2·09dz	0·28dz	0·29	three ducks 301	3·25dz	1·19dz	0·50		FW7	1·28	0·46
Ministar	2·81dz	0·385dz	0·39	three lambs 302	3·25dz	1·19dz	0·50		FHW2	4·17	1·48
Rosebud	4·66dz	0·64dz	0·65	Timothy Turtle 820	3·55dz	1·30dz	0·55		FHW4	4·17	1·48
Shamrock	2·30dz	0·315dz	0·32	Trumpston 801	1·25dz	0·456dz	0·19		FP7	1·62	0·58
Zoe	0·75	0·105	1·25	Wally Walrus 81	4·50dz	1·65dz	0·70		FP6	0·60	0·21
Jaslyn (1070 Windsor)				Je Reviens (1350 Worth)					FD3	1·28	0·46
mammoth ovals	1·19dz	0·43dz	0·18	eau de Je Reviens atomiser					FHD1	1·70	0·60
Jean Adaire (1149 Skuse)				1½oz	—	—	1·25		complexion brushes	BD1	0·48
Jean Adaire (545 Grossmith)				Jochem's (101 Beautisales)	0·44	0·24	0·90		8loom of Youth	BPI	0·57
curlset 150cc	0·50	0·27	0·09	dog lotion 180cc					hair brushes ladies		
lacquer sachet refill				Jocigares (1336 WJ & C)					classic "oval" design		
28cc	0·64	0·34	0·04	Johnsons (672 Johnson)					LC4	2·43	0·86
(3dz)	(3dz)	(3dz)		bandages w.o.w. BPC					LC7	2·15	0·76
50cc	0·94	0·51	0·06	1in x 4yd	0·258dz	—	0·03½		LHS5	4·53	1·61
	(3dz)	(3dz)		2in x 4yd	0·418dz	—	0·05		LHS21	13·20	4·69
	(3dz)	(3dz)		3in x 4yd	0·588dz	—	0·06½		pneumatic rubber type		
	(3dz)	(3dz)		4in x 4yd	0·752dz	—	0·09½		LC17	1·35	0·48
Jean Sorelle (669 Sorelle) existing entry				bandages crepe					LC6	1·89	0·67
Jean Sorelle (669 Sorelle)				BPC 2in	1·521dz	—	0·17½		whalebone pattern		
bath salts				2½in	1·835dz	—	0·20		"Radial"	LHS7	4·24
classic Venus 1021	3·70dz	2·035dz	0·63	3in	2·187dz	—	0·25		LC7	1·82	0·65
donkey and horse 1032	5·80dz	3·19dz	1·00	3½in	2·51dz	—	0·28		LC16	1·06	0·38
globe 1092	4·40dz	2·42dz	0·75	4in	2·928dz	—	0·32		LC20	0·63	0·22
peacock 1031	3·25dz	1·79dz	0·55	6in	4·254dz	—	0·47½		LHS1	2·43	0·86
posy holder 1034	2·25dz	1·625dz	0·38	cellulose					LP20	1·73	0·62
ribbed bottle 75	2·95dz	1·625dz	0·50	wadding 16oz	2·198dz	—	0·25		Cosby "Allure"		
royal decanter 78	4·40dz	2·42dz	0·75	cotton wool					de luxe	2·01	0·71
shell 1035	4·40dz	2·42dz	0·75	BPC 1oz	0·569dz	—	0·06½		popular	0·80	0·28
swan 1030	2·95dz	1·625dz	0·50	4oz	1·593dz	—	0·17½		debutante refill	0·27	0·10
waisted bottle 77	1·80dz	0·99dz	0·30	16oz	5·303dz	—	0·59		perfume	0·05	0·03
bubble bath				hospital 1oz	0·494dz	—	0·06		hair brushes men's		
apothecary jar 107	3·90dz	1·43dz	0·60	4oz	1·29dz	—	0·14½		classic "oval" design		
aquaflora 956	2·90dz	1·06dz	0·45	16oz	4·975dz	—	0·45		MN11	3·56pr	1·27pr
cat and dog 1079	2·40dz	0·875dz	0·37	gauze BPC 1yd	0·86dz	—	0·10½		MS1	1·54pr	0·55pr
creme				3yd	1·89dz	—	0·23		MS2	4·53pr	1·61pr
large				6yd	3·451dz	—	0·38		MS4	4·53pr	1·61pr
classic horse 1004	4·10dz	1·50dz	0·63	12yd	6·731dz	—	0·74½		MHS21	26·95pr	9·59pr
easter bird 1006	2·60dz	0·95dz	0·40	gauze & cotton					MS26	3·16pr	1·12pr
decanter flask 1007	5·80dz	2·125dz	0·90	tissue BPC 16oz	0·524	—	0·67		nail brushes "Crown"		
regal 921	3·25dz	1·19dz	0·50	Drug Tariff 16oz	0·44	—	0·59		NP11	0·21	0·07
royal 97	4·85dz	1·775dz	0·75	incontinence pads 12	4·384dz	—	0·53½		NH80	1·19	0·42
Egyptian doll 92	4·20dz	1·54dz	0·65	lint BPC 1oz	0·873dz	—	0·10½		NH81	1·62	0·58
groundhog 1003	2·95dz	1·08dz	0·45	4oz	2·71dz	—	0·30½		NH82	2·15	0·76
junior 38	1·50dz	0·552dz	0·23	16oz	10·087dz	—	1·11		NH83	2·70	0·96
jug vase 922	4·50dz	1·65dz	0·70	lint boric 1oz	0·914dz	—	0·11½		NH84	3·40	1·21
luxury 1008	3·25dz	1·19dz	0·50	4oz	2·958dz	—	0·33		NH85	3·96	1·41
mini car 929	1·95dz	0·716dz	0·30	multiple pack					NH86	3·96	1·41
miniature 40	0·85dz	0·31dz	0·13	dressing No. 1	2·552dz	—	0·28½		NH87	3·96	1·41
poodle 89	5·15dz	1·885dz	0·80	No. 2	5·208dz	—	0·57½		"Lucky Duck"	NP15	0·10
power boat 1020	1·30dz	0·476dz	0·20	N.A. dressings	0·988	—	0·04		wooden back	NHW1	1·21
sitting and living doll 933	3·45dz	1·465dz	0·53	sterilised lint	(3dz)				NB1	0·60	0·21
six pack miniature 1002	5·05dz	1·85dz	0·78	dressing					NB5	1·89	0·67
snow queen 1010	5·80dz	2·125dz	0·90	small	0·392dz	—	0·06		NB6	1·62	0·58
spital bottle 71	1·95dz	0·716dz	0·30	medium	0·572dz	—	0·06		N9	0·21	0·07
standard 19A	2·60dz	0·95dz	0·40	large	0·887dz	—	0·11½		V4	2·49	0·89
trio pack miniature 1001	2·55dz	0·93dz	0·39	triangular					V5	3·40	1·21
fluted glass decanter 1050/1051	5·30dz	2·915dz	0·90	bandage	1·295dz	—	0·15		V7	5·09	1·81
glass cotton wool bowl 1060	3·95dz	1·2984dz	0·60	Jonquille (813 MF)					V8	5·66	2·01
Marienbad bath gel 1011	4·20dz	1·54dz	0·65	eau de toilette spray	0·292	0·153	0·59		C23	2·26	0·80
novelty range				talc new design	0·148	0·077	0·30		W20	0·66	0·23
almonds 203	0·95dz	0·35dz	0·15	Joy-Rides (1178 Stafford)					W23	2·26	0·80
apothecary 208	5·00dz	1·83dz	0·78	tablets 12	1·36dz	—	0·17		C21	1·55	0·55
aquarium 401/402	1·80dz	0·66dz	0·28	June (67 Ashe)					C20	0·66	0·23
bath dream gift pack 1093	10·53dz	3·86dz	1·64	perfume 21	1·92dz	1·03dz	0·35		KS2	3·17	1·13
childrens set 304	3·90dz	1·07dz	0·58	22	3·02dz	1·62dz	0·55		KS12	1·01	0·36
camberwick green 808	1·25dz	0·456dz	0·19	24	5·55dz	2·98dz	1·00		KS28	2·12	0·75
cat and dog money boxes (soap) 419	2·40dz	0·875dz	0·37	talcum	—	—	—		KS29	0·49	0·17
donkey with soap 414	4·50dz	1·65dz	0·70	Juno Junipah (312 AC)					KS30	0·94	0·33
lemons 311	5·85dz	1·46dz	0·85	major effervescent 8oz					toothbrushes		
for her 413	4·10dz	1·50dz	0·63	Kalmine (1336 WJ & C)					"Smokers"	1·77dz	—
for her on rope 310	5·85dz	1·46dz	0·85	Karswood (67 Ashe)					"Harley Street" ex. hard	1·67dz	—
for him 412	4·10dz	1·50dz	0·63	home brew kits	5·85dz	—	0·65		"Junior"	0·67dz	—
globe with soap 420	4·80dz	1·76dz	0·75	poultry spice 1 lb	0·93dz	—	0·10		Keracid (1153 SKF)		
ground hog 404	1·95dz	0·716dz	0·30	3½ lb	2·60dz	—	0·27		solution 15ml	1·35	—
guest soap 400	2·10dz	0·765dz	0·32	7 lb	4·83dz	—	0·50		KiKU (446 FI)		
guest pack gift set 305	6·20dz	1·32dz	0·88	14 lb	8·92dz	—	0·93		anti-perspirant spray	0·43	0·235
guardsman 409	2·75dz	1·00dz	0·43	Keatings (430 Eucryl)					spray Cologne 2oz	0·52	0·285
Hectors house 300	1·25dz	0·456dz	0·19	powder	0·60	—	0·07		eau de parfum spray	0·61	0·335
heart quintet 405	4·50dz	1·65dz	0·70	Keepaway (1418 Strenol)	0·83	—	0·10		Kirby (705 Kirby)		
herbal soap 403	5·80dz	2·12dz	0·90	Keepaway (1169 BGS)					bronchial balsam†	100ml	1·35dz
little Miss Bubbles and sponge 1040	3·90dz	1·43dz	0·60	Keflex (413 Lilly)					200ml	2·30dz	0·845dz
little Miss Bachtime 1042	4·05dz	1·7519dz	0·65	suspension 250mg/5ml					100ml	1·35dz	0·495dz
little Miss Elevenses 1041	3·90dz	1·43dz	0·60	100ml	3·75	—	5·63		non-poison formula		
lemons (3) 410	2·90dz	1·06dz	0·45	100	35·00	—	53·25		cherry bark linctus	100ml	1·15dz
Mickey Mouse 200	0·70dz	0·255dz	0·11	capsules					child's	100ml	1·15dz
mixed fruit 411	2·90dz	1·06dz	0·45	250mg	2·81	—	4·22		iron & yeast tablets	80	1·40dz
				100	13·05	—	19·58		junior balsam	100ml	1·15dz
				suspension					mentholated balsam	150ml	1·40dz
				125mg/5ml	100ml	1·40	2·10		mouth ulcer tablets	20	1·10dz
				250mg/5ml	100ml	2·81	4·22		multivitamin tablets	100	2·00dz
				tablets					special backache &		
				500mg	20	5·53	8·60		kidney tablets	40	1·20dz
				100	26·65	—	39·98		vitamised iron &		
									yeast tablets	100	1·75dz
									white horse oils	100ml	1·20dz



	Trade £·p	Tax £·p	Retail £·p
<b>E-Kat (967 Petfoods)</b>			
large	3.18 (4 dz)	0.61 (4 dz)	0.09½
<b>ans (810 Maw)</b>			
le lotion 490.00	2.61dz	0.955dz	0.40
<b>enex (702 KC)</b>			
case rates minimum order direct			
toilet tissues			
twin pack rolls	1.68 (1½ dz)	—	0.10
<b>ig (672 Johnson)</b>			
infirmary			
bandage 2in	0.656dz	—	0.08
3in	0.854dz	—	0.11
4in	1.02dz	—	0.12½
6in	1.413dz	—	0.17½
<b>lak (711 Kodak)</b>			
astmatic			
colour outfits "33"	2.445	1.345	5.01
"133"	3.955	1.95	7.84
"133"-X	4.015	2.085	8.12
"233"	5.955	3.05	12.01½
"233"-X	6.165	3.27	12.60½
"333"	12.235	6.485	25.10
"333"-X	12.81	6.775	26.25½
"304"	8.00	4.205	16.33
<b>colour roll films</b>			
Kodacolor-X			
127; 120; 620	0.27	0.15	0.48
828	0.245	0.135	0.44
126—12	0.32	0.175	0.57
126—20	0.40	0.22	0.71
<b>Ektachrome high speed</b>			
120	0.44	0.24	0.78
<b>Ektachrome-X</b>			
127; 120; 620	0.315	0.175	0.56
126—20	0.50	0.275	0.89
Kodachrome II 828—12	0.62	0.14	0.90
<b>colour miniature film</b>			
Kodacolor-X 135			
(12 exp)	0.30	0.165	0.53
(20 exp)	0.365	0.20	0.65
(36 exp)	0.50	0.275	0.89
<b>Ektachrome high speed</b>			
(20 exp)	0.62	0.34	1.10
<b>Ektachrome-X 135</b>			
(20 exp)	0.50	0.275	0.89
(36 exp)	0.71	0.39	1.26
<b>Kodachrome II</b>			
135—20	0.90	0.265	1.36
135—36	1.30	0.37	1.96
<b>Kodachrome-X</b>			
135—20	0.90	0.265	1.36
135—36	1.30	0.37	1.96
126—20	0.90	0.265	1.36
<b>movie films (double 8mm)</b>			
Kodachrome II			
25ft spool	1.05	0.37	1.65
25ft magazine	1.30	0.485	2.06
for Bolex 100ft	3.64	1.145	5.56
Super 8 cartridge	1.25	0.48	2.00
Super 8 double			
100ft spool	4.49	1.545	7.00
<b>movie films (16mm)</b>			
Kodachrome II			
50ft spool	1.75	0.665	2.79
50ft magazine	2.07	0.825	3.34
100ft spool	2.96	1.135	4.69
<b>la Astier (1336 WJ &amp; C)</b>			
rages	0.25	0.09	0.47
ranules	0.25	0.09	0.47
<b>ladex (718 LAB)</b>			
tablets 24	1.05dz	0.39dz	0.18
<b>ynos (655 ICC)</b>			
enture fixative	1.25dz	—	0.14
	1.98dz	—	0.22
	1.26dz	0.46dz	0.18
<b>owder</b>			
uper white dental cream			
large	1.33dz	0.49dz	0.19
<b>nakion (1074 Roche)</b>			
mpoules 1 mg/0.5ml 10	0.45	—	0.68
50	1.90	—	3.85
3 & 25	—	—	—
<b>0mg/1ml</b>			
10	0.85	—	1.28
50	3.60	—	5.40
3 & 25	—	—	—
<b>uschen (67 Ashe)</b>			
alts crystals 57g	0.85dz	0.30dz	0.13
114g	1.48dz	0.53dz	0.22
<b>mf-Kut (245 Champion)</b>			
clippers			
baby nail 3½in	212	0.39	0.055
straight nail chrome			
D61	0.44	0.06	0.72½
curved nail 3½in D61B	0.50	0.185	0.94
cuticle curved 3½in 4004	0.50	0.185	0.94
fine RB	0.50	0.185	0.94
man's nail 282	0.50	0.07	0.82½
pocket 3½in 88	0.46	0.065	0.76
fine nail 3½in K115	0.46	0.065	0.76
trim-a-toe 242	0.46	0.065	0.76
fine cuticle straight R	0.44	0.06	0.72½
nail files 2½in	0.025	0.014	—
3in	0.04	0.015	—
3½in	0.04	0.015	—
4in	0.05	0.02	—
4½in	0.05	0.02	—
5in	0.06	0.035	—
6in	0.06	0.035	—
7in	0.075	0.045	—
8in	0.10	0.055	—

	Trade £·p	Tax £·p	Retail £·p
<b>Kwells (893 Nicholas) †</b>			
quick	1.53dz	—	0.17
<b>Kwic-bru (535 Granose)</b>			
3oz	1.76dz	—	0.18½
6oz	3.03dz	—	0.31½
2½lb	1.60	—	2.00
<b>Lacteol (1336 WJ &amp; C)</b>			
ampoules 7	0.35	0.13	0.66
tablets 45	0.28	0.10	0.51
90	0.54	0.20	1.01
<b>Lady Manhattan (893 Nicholas)</b>			
Cologne 1oz	3.855dz	2.01dz	0.65
hair spray	3.44dz	1.80dz	0.58
perfume 3.5cc	3.86dz	2.02dz	0.65
talcum	2.26dz	1.18dz	0.38
<b>L'Air du Temps (936 PNR)</b>			
creme parfum CB3	—	—	1.66
dusting powder TB2	—	—	1.89
perfume B881	—	—	4.19
B831	—	—	10.00
de luxe B33	—	—	9.26
atomiser B940	—	—	4.21
B340	—	—	8.41
soap (3) SB1	—	—	1.33
talcum TB3	—	—	1.21
toilet water B7	—	—	2.13
B5	—	—	5.40
atomiser B106	—	—	4.11
B117	—	—	2.17
airomatique refill B175	—	—	2.21
<b>Lanalein (903 NPU)</b>			
hand cream 45g	1.17dz	0.645dz	0.20
100g	1.63dz	0.90dz	0.28
<b>old pack</b>			
<b>Lands (1297 WD)</b>			
<b>Lands (1418 Strenol)</b>			
<b>Lanoxin (208 BW) †sl</b>			
oral solution 10ml	0.18	—	0.27
<b>Laradopa (1074 Roche) †S4B</b>			
tablets 500mg 200	8.20	—	—
<b>Lassie (967 Petfoods)</b>			
liver rich large	3.69 (4 dz)	0.71 (4 dz)	0.11
<b>Ledermycin (746 Lederle) TS</b>			
drops 10ml	0.25	—	0.38
<b>Lederplex (746 Lederle)</b>			
capsules 100	0.85	—	1.28
liquid 100ml	0.35	—	0.53
<b>Leichner (749 Leichner)</b>			
Kamera Klear	—	—	0.50
glowlighters	—	—	0.50
Kamera Klear make-up	—	—	0.50
stick	—	—	0.50
<b>Lemaire's (1149 Skuse)</b>			
<b>Lemaire's (545 Grossmith)</b>			
brilliantine solid	1.50 (3dz)	0.81 (3dz)	0.09
eau de Cologne 255cc	1.12dz	0.60dz	0.19
eau de lavande 255cc	1.12dz	0.60dz	0.19
<b>Lemken (1335 Wigglesworth)</b>			
hot lemon drink			
sachets (6)	1.33dz	0.48dz	0.20
<b>Lentheric (753 Lentheric) existing entry</b>			
<b>Lentheric (753 Lentheric)</b>			
Centaur			
after shave lotion			
52ml	—	—	1.25
105ml	—	—	1.90
anti-perspirant			
deodorant spray	—	—	1.12
Cologne 52ml	—	—	1.60
105ml	—	—	2.45
foam shave 135g	—	—	1.10
pre-electric shave 52ml	—	—	1.25
105ml	—	—	1.90
soap	—	—	0.60
talcum 105g	—	—	0.99
Miss Lentheric	—	—	0.96
bath foam	—	—	0.60
eau de toilette	—	—	0.90
21g	—	—	1.25
43g	—	—	1.35
spray	—	—	1.40
eau de parfum spray	—	—	0.69
hand lotion	—	—	1.15
parfum creme	—	—	1.45
perfume module	—	—	2.75
6g	—	—	4.15
12g	—	—	0.48
soap twin pack	—	—	0.59
talc	—	—	0.84
Onyx after shave lotion	—	—	1.25
after shave balm	—	—	0.90
—	—	—	1.30
anti-perspirant deodorant			
spray	—	—	0.98
Cologne	—	—	0.95
—	—	—	1.35
deodorant roll-on	—	—	0.75
foam shave	—	—	0.95
hair dressing	—	—	0.84
hair cream	—	—	0.84
hair lotion without oil	—	—	1.25
pre-shave lotion	—	—	0.84
—	—	—	1.25
shampoo	—	—	0.63

		Trade £·p	Tax £·p	Retail £·p
shaving bowl		—	—	0.90
refill		—	—	0.56
cream		—	—	0.56
soap toilet (1)		—	—	0.30
bath (2)		—	—	0.80
talc		—	—	0.80
Tweed perfume				
replica		—	—	1.90
purse flacon		—	—	2.20
	6g	—	—	3.50
	13g	—	—	5.50
bouquet miniature		—	—	0.69
	21g	—	—	1.05
	43g	—	—	1.60
	80g	—	—	2.30
spray		—	—	1.65
eau de parfum spray		—	—	1.65
Iceberg		—	—	0.86
bath foam		—	—	1.10
bath cubes (6)		—	—	0.80
cream skin perfume		—	—	1.50
dusting powder		—	—	1.38
essence		—	—	1.25
hair mist		—	—	1.21
hand lotion		—	—	0.85
soap, guest (6)		—	—	0.81
toilet (2)		—	—	0.58
bath cartoned		—	—	0.46
talc		—	—	0.69
		—	—	1.25
traveller		—	—	1.61
Lentizol (1310 WW) †s4B				
capsules	25mg 50	0.70	—	1.05
	250	3.15	—	4.73
	50mg 50	1.42	—	2.13
	250	6.40	—	9.60
Leptovax Plus (208 BW)				
vaccine (vet.)				
96 × 1ml		13.50	—	—
Lethidrone (208 BW) †sl				
injection 10mg/ml	5	0.44	—	0.66
neonatal 1mg/ml	5ml	0.26	—	0.39
Libraxin (1074 Roche)				
tablets	25	—	—	— D
Librium (1074 Roche) †s4B				
ampoules	10 3	1.65	—	2.48 D
		—	—	— D
Lichensa (1336 WJ & C)				
Lifeguard (893 Nicholas)				
disinfectant	small	0.86dz	—	0.09½
	large	1.445dz	—	0.16
	giant	1.985dz	—	0.22
	lgal	0.725	—	0.96
Lilies of the Valley (981 Picot)				
eau de toilette				
spin-flo	10cc	1.90dz	1.045dz	0.32½
Linctavit (968 P-Dev) †DDI				
dp 500ml		1.225	—	—
20oz		—	—	— D
Linctifed (208 BW)				
expectorant	500ml	0.90	—	1.35
paediatric	500ml	0.70	—	1.05
Linituss (78 AS & Co)				
	100ml	1.30dz	0.48dz	0.20½
Linus (1529 CL)				
vitamin C powder	60g	0.45	—	0.60
Lipoflavonoid (757 Lewis)				
capsules	100	12.80dz	4.65dz	1.99
	500	59.20dz	21.70dz	9.21
Lipotriad (757 Lewis)				
capsules	100	10.60dz	3.90dz	1.65
	1000	98.80dz	36.20dz	15.36½
	200ml	7.50dz	2.75dz	1.16½
	II	35.20dz	12.90dz	5.47½ D
Litto (1282 VB) existing entry				
Litto (1282 VB)				
Cremond ointment		1.50dz	0.55dz	0.20
Patchoid lotion		3.00dz	1.10dz	0.45
Sebacoid lotion		2.00dz	1.10dz	0.35
special dressing		1.80dz	0.99dz	0.30
standard dressing		1.80dz	0.99dz	0.30
Tintas colour restorer		2.10dz	1.155dz	0.40
Living Hair (1412 Jackel) existing entry				
Living Hair (1412 Jackel)				
protein conditioner		0.21	0.115	0.44
shampoo		0.18	0.065	0.33
		0.30	0.11	0.55
Lixia (893 Nicholas)				
cold relief sachets	5	1.625dz	0.55dz	0.22
Lloyd's (629 HL)†				
adrenaline cream	30g	0.17	—	0.22½
	50g	0.25	—	0.33½
	100g	0.35	—	0.47
L'Onglex (256 CPL)				
nail polish cream		1.07dz	0.54dz	0.17
pearl		1.39dz	0.71dz	0.22
remover		0.76dz	0.39dz	0.12
Lorfan (1074 Roche) existing entry				
Lorfan (1074 Roche)				
ampoules 1mg/ml	10	0.80	—	1.20 D
Loxon (295 CM & R) existing entry				
Loxon (295 CM & R)				
liquid (vet.)	1qt	2.815	—	3.75 D
	1gal	12.75	—	17.00 D
paste cartridges	6	9.30	—	12.40
pellets	7lb	6.56	—	8.75
L. P. Aerosol (1123 SLL)				
pressurised aerosol 10ml		0.65	—	—



	Trade £·p	Tax £·p	Retail £·p	
<b>Lucozade</b> (103 Beecham)				
small	1·345	0·22	0·07½ *	
(2 dz)		(2 dz)		
Includes 0·015 for container				
large	1·815dz	0·335dz	0·20 *	
Includes 0·025 for container				
<b>Lullaby</b> (497 GEC)				
electric overblankets				
single	—	—	16·90	
double	—	—	19·20	
dual control	—	—	21·65	
underblankets				
single	—	—	7·40	
double	—	—	9·45	
dual control	—	—	10·45	
<b>Lumigerine</b> (1336 WJ & C)				D
<b>Luminal</b> (1599 Winthrop)				D
sodium ampoules				
<b>Luna</b> (331 C of C)				I
bubble bath	1·78dz	0·625dz	0·27	
<b>Lusty's</b> (781 Lusty)				I
celery tea 4½oz	4·50dz	—	0·50	
digestive tablets 150	2·50dz	0·915dz	0·38	
garlic perles 30	1·15dz	0·421dz	0·18	
96	3·30dz	1·21dz	0·50	
192	6·10dz	2·235dz	0·95	
1000	2·20	0·805	4·10	
tablets 150	2·50dz	0·915dz	0·38	
herbal hair tonic 110cc	1·35dz	0·745dz	0·23	
skin cream tube	1·30dz	0·715dz	0·22	
tablets special 150	2·50dz	0·915dz	0·38	
kelp powder blue 4oz	1·40dz	—	0·18	
malated tablets 250	3·00dz	—	0·38	
capsules 24	1·40dz	—	0·18	
84	3·85dz	—	0·48	
lecithin capsules 60	1·40dz	—	0·18	
300	5·00dz	—	0·63	
lemon hand cream tube	1·30dz	0·715dz	0·22	
menthol cones 0·60dz	—	—	0·08	
nerve tablets 150	2·50dz	0·915dz	0·38	
pilewort suppositories 2·25dz	0·82dz	0·31		
raspberry tea 1·20dz	0·442dz	0·18		
seaweed bath 1·90dz	0·995dz	0·28		
seaweed tablets 150	2·50dz	0·915dz	0·38	
seaweed and celery tablets 150	2·50dz	0·915dz	0·38	
seaweed and sarsaparilla tablets 150	2·50dz	0·915dz	0·38	
sleep inducing tablets 150	2·50dz	0·915dz	0·38	
slippery elm tablets 25	0·60dz	—	0·08	
<b>Lutormone</b> (208 BW)				D
tablets 1500iu 10				
<b>Lyndiol</b> (917 Organon)†s4B				I
tablets 22	0·233	—	0·35	
<b>Lysanthine</b> (1336 WJ & C)				
granules	0·36	0·13	0·67	
<b>Maalox</b> (324 Crookes)				D
tablets No. 2 30				
<b>McKintol</b> (1335 Wigglesworth)				
dandruff lotion 4oz	1·25dz	0·69dz	0·21	
<b>Mac</b> (103 Beecham)				
lozenges	0·435dz	0·16dz	0·06	
	0·94dz	0·345dz	0·13	
<b>Macdonald</b> (786 Macdonald)				I
household cotton wool				
100g	0·70dz	—	0·08½	
200g	1·05dz	—	0·12½	
400g	1·95dz	—	0·22	
carton 4oz	0·93dz	—	0·11	
roll	0·43dz	—	0·05	
pleats 50g	0·53dz	—	0·06	
200g	1·20dz	—	0·14	
<b>Mackenzies</b> (312 AC)				
smelling salts flat	0·095	0·035	0·16	
handbag	0·075	0·027	0·13	
<b>Maclea</b> (104 BP)				
indigestion tablets	1·16dz	0·43dz	0·16	
	2·03dz	0·745dz	0·28	
powder	1·45dz	0·535dz	0·20	
	2·03dz	0·745dz	0·28	
<b>Macleans</b> (105 BTD)				
toothpaste freshmint and white fluoride				
standard	1·025dz	0·38dz	0·14½	
large	1·50dz	0·55dz	0·21	
economy	2·07dz	0·76dz	0·29	
giant	2·57dz	0·945dz	0·36	
<b>Mac-lemon</b> (103 Beecham)				
cold treatment	1·595dz	0·585dz	0·22	
<b>Madecassol</b> (1077 Rona)				D
ampoules 1ml				
<b>Mademoiselle Ricci</b> (936 PNR)				I
toilet water	E7	—	1·97	
E6	—	—	3·18	
atomiser E107	—	—	2·75	
refill E175	—	—	2·36	
cream perfume CE3	—	—	1·66	
soap SE1	—	—	1·33	
talcum TE3	—	—	1·17	
<b>Madribon</b> (1074 Roche)†s4B				D
drops	—	—	—	
syrup 500ml	—	—	—	D
tablets 10	—	—	—	D
<b>Maifu</b> (506 Gerhardt)				
insecticide strip 10	0·29	—	0·40	
40	0·61	—	0·85	

	Trade £·p	Tax £·p	Retail £·p	
<b>Ma Griffe</b> (1469 PC)				
Cologne 4oz	8029	—	2·87	I
26oz	8032	—	14·20	
perfume cream	4804	—	1·52	
miparum 1oz	—	—	3·26	
mousse douce	4829	—	1·28	
perfume	8042	—	2·53	
atomiser	8079	—	4·00	
soap	4851B	—	0·56	
	4856	—	0·82	
toilet perfume	8728	—	2·49	
	8730	—	6·31	
velvet foam bath	4848	—	2·29	
<b>Mammiject</b> (1169 BG5)				I
injection (vet.)	1·02	—	1·60	
<b>Mandelle</b> (555 Haffenden)				
hot water bottles	0·62	—	0·85	
candlewick covered	0·72	—	0·99	
velour covered				
<b>Mandleberg</b> (1287 Vitalam)				D
<b>Mannitol</b> (1123 5LL)				
B.P. 10% 500ml	0·63	—	—	
20% 500ml	0·61	—	—	
25% 500ml	0·61	—	—	
<b>Marathon</b> (98 Beales) existing entry				D
<b>Marathon</b> (98 Beales)				
one-way nappies (2 in bag)				
standard	2·28dz	—	0·38	
large	2·58dz	—	0·43	
<b>Marcain</b> (179 BDH)				
ampoules plain				
0·5% 10ml x 5	0·83dz	—	—	
0·25% 10ml x 5	0·69dz	—	—	
<b>Margo of Mayfair</b> (798 Margolis)				D
<b>Margo of Mayfair</b> (545 Grossmith)				I
baby powder 85g x 2dz	1·13	0·40	0·09	
170g x 2dz	1·65	0·59	0·13	
luxury 280g x 2dz	2·63	0·94	0·22	
bath cubes (6) 4dz	2·26	1·21	0·10	
bath salts 340g x 2dz	1·42	0·76	0·13	
bubble bath sachets 3dz	0·96	0·34	0·05	
deodorant "24 hour call" 84cc x 2dz	2·50	1·36	0·21	
hair lacquer				
sachet refill 50cc x 3dz	0·94	0·51	0·06	
crystal clear 50cc x 3dz	0·94	0·51	0·06	
aerosol standard				
84cc x 2dz	1·85	0·99	0·16	
fragrant French				
280cc x 1dz	1·85	0·99	0·32	
spray dispenser				
56cc x 1dz	0·70	0·38	0·12	
hand cream "avante garde" 150cc x 2dz	1·85	0·99	0·16	
"rose drops" 48cc x 1dz	0·40	0·21	0·07	
shampoos				
assorted sachets 20cc x 2dz	0·35	0·12	0·03	
St. Tropaz cream, egg & lemon, medicated				
380cc x 2dz	2·13	0·76	0·15	
herb 380cc x 2dz	2·37	0·85	0·18	
talcum giant ovals 340g x 2dz	2·56	1·38	0·23	
<b>Marigold</b> (774 LR)				
baby pants				
threesome pull-on (3)	1·17dz	—	0·14	D
twosome pull-on				
snappies snap-on	1·60dz	—	0·19	D
luxury snap-on				
<b>Marina</b> (786 Macdonald)				I
holdalls				
191	0·42	0·155	0·79	
192	0·44	0·16	0·82	
193	0·65	0·24	1·21	
face cloths				
122	0·92dz	0·13dz	0·12½	
123	1·35dz	0·19dz	0·19	
<b>Marinure</b> (1159 W5HL) existing entry				D
<b>Marinure</b> (1159 W5HL)				I
liquid seaweed concen- trate 175ml	1·10dz	—	0·14	
500ml	2·40dz	—	0·30	
<b>Marion Moore's</b> (545 Grossmith)				
witch hazel jelly 30g	0·54dz	0·29dz	0·10	
<b>Marivax</b> (208 BW) V50				
vaccine 250 dose 5	59·93	—	70·50	
<b>Marmola</b> (800 TM)				D
<b>Marmola</b> (312 AC)				I
<b>Martlet</b> (1394 MWC)				
cider vinegar				
13oz	—	—	0·17	
40oz	—	—	0·47	
1gal	—	—	1·28	
Honegar				
13oz	—	—	0·30	
40oz	—	—	0·86	
1gal	—	—	2·90	
<b>Marwol</b> (675 Jones)†s1				
mole poison	1·60dz	—	0·20	
<b>Mary Quant</b> (876 MP)				
tan trap	4·20dz	2·31dz	0·75	
<b>Marzine</b> (208 BW)†s7				
tablets 50mg 10	0·10	—	0·15	
100	0·66	—	0·99	
<b>Masse</b> (922 Ortho)				
cream 28g	0·14	—	0·21	
<b>Matey</b> (893 Nicholas)				
bath liquid	1·69dz	0·575dz	0·22	
powder	1·69dz	0·575dz	0·22	

Matthew's (409 EH)				
Fuller's earth cream	20g	0·60dz	0·21dz	0·10
	50g	1·05dz	0·38dz	0·16
Maws (810 Maw)				
Nursery Products				
baby bath care		1·92dz	0·72dz	0·28
baby bottle warmer		1·50	0·55	2·60
baby powder standard				
	351·01	0·85dz	0·31dz	0·13
family				
	351·04	1·43dz	0·53dz	0·22
	351·00	1·76dz	0·97dz	0·28
lotion		1·28dz	0·47dz	0·20
nappy liners	25	1·15dz	—	0·14
	50	2·00dz	—	0·25
	100	3·85dz	—	0·46
one-way	2	2·40dz	—	0·30
oil	347·20	1·28dz	0·705dz	0·22
pants				
	327·89/78/59/88/90	0·60dz	—	0·07½
Tuffy pants		1·60dz	—	0·20
Tuffy Tail pads				
newborn	20	2·24dz	—	0·23
standard	10	1·28dz	—	0·13
	20	2·32dz	—	0·24
	30	3·28dz	—	0·34
babysoft soap	353·01	0·57dz	0·21dz	0·08
feeders	302·00	1·87dz	—	0·23
	302·11	1·60dz	—	0·20
	302·01	1·61dz	—	0·20
	303·22	1·55dz	—	0·19
	360·00	1·45dz	—	0·18
	360·02	1·28dz	—	0·16
gripe mixture	497·03	1·16dz	0·43dz	0·18
junior shampoo	348·00	1·64dz	0·60dz	0·25
K.L.N. suspension	497	1·03dz	0·38dz	0·16
Simpla feeder and teat				
	304·00	2·42dz	—	0·30
spare bottle	304·01	2·02dz	—	0·25
4oz poly.	304·21	1·60dz	—	0·20
8oz poly.	304·22	1·69dz	—	0·21
spare cap and disc				
	306·05	0·37dz	—	0·05
jug	306·09	3·60dz	0·49dz	0·50
mixer	306·10	0·71dz	0·10dz	0·09
set	327·00	1·01	0·06	1·50
sterilising solution				
	338·10	2·10dz	—	0·25
teats assorted hole				
	300·03	0·50dz	—	0·06
universal		0·67dz	—	0·08
Nursery Sundries				
anti-splash potty				
	396·20/21	4·00dz	—	0·50
baby bath mat	369·90	3·76dz	0·515dz	0·53
food and bath thermo-				
meter	397·30	5·90dz	0·47dz	0·72
sponges	397·40	0·52dz	0·19dz	0·08
brush and comb set				
	396·10/11	2·31dz	0·845dz	0·36
hand decorated				
	396·15	3·69dz	1·35dz	0·58
child's training seat				
	396·40	5·52dz	—	0·69
feeder beaker	396·45	1·47dz	0·20dz	0·20
feeder set	396·30/31	2·95dz	0·405dz	0·39
	396·05/06	3·19dz	0·435dz	0·44
keep warm plate				
	396·35	5·07dz	0·70dz	0·67
neat'n tidy baby bag				
	397·20	7·64dz	2·80dz	1·30
plastic bib	397·60	0·71dz	—	0·09
plastic overall feeder				
	397·61	1·12dz	—	0·14
potty 8in	396·25/26	2·88dz	—	0·36
pram nets	397·00	2·64dz	—	0·33
terry bibs	397·50	0·88dz	—	0·11
terry feeders	397·55	2·45dz	—	0·32
terry squares standard				
	12	1·80	—	2·40
super	12	2·24	—	2·99
Proprietaries				
lanolin cream				
tube	488·00	0·77dz	0·425dz	0·13
jar	488·01	1·88dz	1·035dz	0·32
pre-natal oil	347·10	1·81dz	0·995dz	0·31
baby cream	347·01	1·12dz	—	0·14
petroleum jelly BP				
	338·02	0·96dz	—	0·12
zinc & castor oil cream				
BP	337·11	1·16dz	—	0·14
Max Factor (813 MF)				
active moisturiser		—	—	—
astringent lotion		0·242	0·126	0·49
California aquapalettes		—	—	—
corrective cream		—	—	—
cup of youth		—	—	—
dry skin cream		0·218	0·114	0·44
eye cream plus		—	—	—
eye-liner Linemaker		0·687	0·359	1·39
refill		0·316	0·165	0·64
eye shadow brush		0·135	0·047	0·25
Shadow Play brush		0·157	0·055	0·29
face powder		0·208	0·109	0·42
translucent		0·208	0·109	0·42
family deodorant spray		0·237	0·124	0·48
foam puff		0·03	0·016	0·06
gentle foam cleaner		—	—	—
hand lotion large		—	—	—
invisible foundation		0·218	0·114	0·44
flexi-tube		0·143	0·075	0·29



	Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p	
Full triple refill	0.203	0.106	0.41	I	Mimosept (855 M)	3.60	—	0.10	I	talcum	—	0.38
essence	0.287	0.15	0.58	D	sanitary napkins	(4 dz)	—	—	overnighter	22980	1.05	
el touch	0.242	0.126	0.49	D	Mimospray (1413 P & 5)	1.61dz	0.59dz	0.25	perfumes	22191	0.83	
Magic liquid make-	0.222	0.116	0.45	D	(distributors 649 ICI)	—	—	—	soap toilet (3)	—	0.48	
venating masque	0.366	0.191	0.74	D	aerosol unperfumed	—	—	—	bath (2)	—	0.52	
on deodorant	0.331	0.173	0.67	D	Minadex (518 Glaxo)	200ml	0.135	0.19	(3)	—	0.78	
freshener large	0.242	0.126	0.49	D	syrup	400ml	0.255	0.35½	traveller	—	0.31	
al Moisture	—	—	—	D	500ml	—	—	—	visitors (5)	22171	0.50	
juvenating masque	—	—	—	D	Miners (876 MP)	2.03dz	1.115dz	0.35	spray mist	27630	0.79	
ra Lucent cream	0.272	0.142	0.55	D	eye collection kit	—	—	—	talcum	—	0.38	
ake-up	0.193	0.101	0.39	D	eyelashes	3.19dz	1.755dz	0.55	Morphy-Richards (863 MR) existing entry	D		
stick	0.124	0.065	0.25	D	sweepers, swish lash	0.99dz	0.545dz	0.17	Morphy-Richards (863 MR)	I		
elvety night cream	0.321	0.168	0.65	D	eye shadow pearly	0.99dz	0.545dz	0.17	electric overblankets	—	16.90	
men	0.272	0.142	0.55	D	frosted blusher	1.37dz	0.755dz	0.22	Luxury Bliss single	—	19.20	
er shave lotion	0.272	0.142	0.55	D	lipstick swivel	1.45dz	0.80dz	0.25	double	—	21.65	
ar gel	—	—	—	D	make-up stick	—	—	—	dual	—	—	
be	—	—	—	D	Minilyn (917 Organon)†s4B	0.233	—	0.35	electric underblankets	—	6.20	
logne	—	—	—	D	tablets	—	—	—	Bliss single	—	8.15	
e-electric shave	—	—	—	D	22	—	—	—	double	—	7.40	
belline (1377 R & A)	1.50dz	0.784dz	0.25	D	Minisax (430 Eucryl)	0.68dz	—	0.08½	de luxe single	—	9.45	
gloss pearly	4.50dz	2.351dz	0.75	D	tablets	—	—	—	dual	—	10.45	
e lashes	1.50dz	0.784dz	0.25	D	Minovlar (1479 5CL) †s4B	0.45	—	0.67	Easicurl heated rollers	—	9.50	
hesive	0.90dz	0.47dz	0.15	D	tablets	3x21	0.50	0.75	hairdryer	HDA	5.50	
liner cake	1.50dz	0.784dz	0.25	D	ED	3x28	—	—	Caresse	HC5	6.75	
liner brush	0.90dz	0.47dz	0.15	D	Minus (175 BCP)	1.35dz	—	0.15	ensemble	EHCS	8.25	
e shadow single	1.35dz	0.708dz	0.22½	D	sweetening tablets	200	—	—	salon pack	C5P	1.85	
e shadow brush	0.90dz	0.47dz	0.15	D	Miocarpine (61 APC) †s1	—	—	—	hair salon pack	H5P	3.40	
pplicator	—	—	—	D	ophthalmic solution	—	—	—	Salonaire	HRD	11.75	
ola (200 B & P)	16oz	2.17dz	—	D	0.5% 10ml	0.36	—	—	floor stand	HRD/F	2.50	
rn oil	22oz	2.88dz	—	D	1% 10ml	0.30	—	—	Vanity Vogue	HVV	11.50	
32oz	4.14dz	—	0.41	D	2% 10ml	0.34	—	—	Mothaks (430 Eucryl)	1.08dz	0.13½	
eryl (1153 5KF) †s7	30	0.42	—	D	4% 10ml	0.36	—	—	aerosols	1.56dz	0.19½	
ansule capsules	250	3.38	—	D	Miochol (61 APC)	1.20	—	—	wax polish	1.68dz	0.21	
abiltz (1136 Silber) existing entry	—	—	—	D	Mio-Pressin (1153 5KF) †s4B	0.60	—	0.90	Mother Seigels (800 TM)	—	—	
abiltz (1136 Silber)	—	—	—	D	capsules No. 2	50	—	—	Mother Seigels (195 B & 5L)	—	—	
shguns 180	—	—	17.60	D	Mischief (67 Ashe)	700	1.92dz	1.03dz	Movol (867 Movol) †	0.80dz	—	
charger	—	—	4.37	D	perfume	—	—	—	iron mould remover	—	0.10	
181	—	—	15.97	D	Mister Smiths (11575) Delete existing entry, prices on	—	—	—	Mucinum (1336 WJ & C)	0.28	0.10	
182	—	—	23.10	D	application to distributor.	—	—	—	tablets	30	0.51	
charger	—	—	4.37	D	Mitchum (1520 IPM)	—	—	—	Mulsivin (1091 Rybar)†DDI	1.50dz	0.55dz	
184	—	—	28.60	D	esoterica cream †	—	—	—	expectorant	150ml	0.24	
charger	—	—	4.37	D	Mixtamycin (378 Dista)	—	—	—	115ml	—	—	
licaire (295 CM & R) existing entry	—	—	—	D	Moderate (1176 5quibb) †s4B	9.40	—	14.10	Mum (172 BMCL)	120g	0.223	
licaire (295 CM & R)	—	—	0.34	D	vials 10ml	5	5.87	—	aerosol	50g	0.16	
dijel (366 Dendron)	1.50dz	—	0.18	D	disposable syringe 1 ml	5	—	8.81	Intimist	120g	0.24	
ube	1.265dz	—	0.15	D	Moditen (1176 5quibb)	25	—	—	70g	—	—	
astilles	10	—	—	D	tablets 1 mg	—	—	—	Rollette unperfumed	42cc	0.206	
nnen (1506 Mennen) existing entry	—	—	—	D	Molat (126 Biocos)	185g	0.50	—	perfumed	42cc	0.203	
nnen (1506 Mennen)	80g	2.28dz	1.18dz	D	185g	0.50	—	0.65	Mycolactine (1336 WJ & C) †s7	—	0.076	
deodorant aerosol	130g	2.92dz	1.52dz	D	340g	0.80	—	1.10	tablets	50	0.14	
anti-perspirant	170g	2.40dz	1.26dz	D	430g	1.10	—	1.50	250	0.51	0.05	
stick	170g	3.00dz	1.58dz	D	650g	1.40	—	1.90	Myleto (875 MPL)	—	0.26	
eam shave	50g	2.62dz	1.36dz	D	Monastery (67 Ashe)	28g	0.71dz	0.25dz	(distributors 1282 VB)	—	0.92	
re-shave lotion	200g	2.18dz	0.76dz	D	herbs	84g	1.45dz	0.52dz	Myocrisin (971 P5MB)	—	—	
ave cream lather	55cc	2.04dz	1.06dz	D	Morgan's (861 MPC)	170cc	1.70dz	0.935dz	ampoules 100mg & 200mg	—	—	
brushless	70g	1.25dz	0.44dz	D	hair colour restorer	—	—	—	Myotonine (521 Glenwood)	—	—	
skin bracer	55cc	2.04dz	1.06dz	D	hair darkening cream	100g	2.07dz	1.14dz	chloride tablets	5mg	0.45	
atomiser	110cc	2.90dz	1.52dz	D	pomade	jar 50g	1.55dz	0.855dz	100	0.565	—	
soother	110cc	4.64dz	2.42dz	D	100g	2.38dz	1.31dz	0.39	10mg	—	0.75	
Dry Time	55cc	2.62dz	1.36dz	D	200g	3.10dz	1.705dz	0.52	25mg	100	0.69	
after shave	110cc	4.36dz	2.28dz	D	perfumed	25g	1.45dz	0.80dz	Mysteclin (1176 5quibb) T5	—	—	
atomiser	110cc	5.52dz	2.88dz	D	tube 50g	2.07dz	1.14dz	0.35	capsules	20	0.66	
Wild Moss	55cc	2.62dz	1.36dz	D	jar 50g	2.07dz	1.14dz	0.35	16	—	—	
after shave	110cc	4.36dz	2.28dz	D	200g	4.70dz	2.585dz	0.78	16	—	—	
atomiser	110cc	5.52dz	2.88dz	D	shampoo cream	55cc	0.84dz	0.31dz	Nail Bite (333 Cupal)	1.03dz	0.34dz	
Cologne	55cc	2.90dz	1.52dz	D	55cc	0.84dz	0.31dz	0.12	lotion	—	0.14	
deodorant stick	50g	2.84dz	1.48dz	D	55cc	0.84dz	0.31dz	0.12	Nair (235 Carteret) existing entry	—	—	
foam shave	200g	2.40dz	0.84dz	D	anti-dandruff	55cc	0.84dz	0.31dz	Nair (235 CVV)	—	—	
pre-shave lotion	110cc	3.78dz	1.98dz	D	salon	4.00dz	1.465dz	0.58	depilatory cream	sachet	0.87dz	
Wild Tropic	55cc	2.62dz	1.36dz	D	Morkit (96 BA)	1.68dz	—	0.21	tube	1.81dz	0.46dz	
after shave	110cc	4.36dz	2.28dz	D	bird repellent	—	—	—	0.87dz	0.95dz	0.29	
atomiser	110cc	5.52dz	2.88dz	D	old packs	—	—	—	2.86dz	0.46dz	0.14	
enopax (894 Nicholas) †s4B	60	0.21	—	D	Morning Pride (800 TM)	—	—	—	Napisan (1055 RM)	1.35dz	—	
tablets forte	100	—	—	D	Morning Pride (312 AC)	—	—	—	regular	3.60dz	—	
estimon (1074 Roche)	10	0.30	—	D	Morny (862 Morny) existing entry	—	—	—	economy	4.95dz	—	
ampoules 1mg/ml	6	—	—	D	Morny (862 Morny)	22352	—	1.04	30oz	—	0.55	
solution	—	—	—	D	bath Cologne	22362	—	1.84	Napplene (810 Maw)	16oz	2.35dz	
tablets 25 & 500	—	—	—	D	bath foam	22561	—	0.70	powder	—	0.28	
etanium (115 Bengue) existing entry	—	—	—	D	bath salts tablets (6)	24506	—	0.39	Natex (851 MHP)	160	4.50dz	
ointment	13g	0.10	—	D	Beauty Bath	22528	—	0.23	tablets	1.20dz	1.65dz	
etanium (115 Bengue)	500g	1.50	—	D	foam	22531	—	0.75	tisanes 8 sachets	50	0.28	
powder	25g	0.10	—	D	gelee	22507	—	0.23	Natirose Nativelle (1336 WJ & C)†DDI	—	0.10	
etatone (938 PD)†	100g	0.25	—	D	oil	22581	—	1.25	dragees	20	0.42	
tonic	250ml	0.15	0.055	D	dusting powder	27350	—	1.04	Natidedine Nativelle (1336 WJ & C)†s4A	100	1.85	
evilin-L (518 Glaxo)	5ml	1.30	0.48	D	with puff	27310	—	1.20	tablets	100	0.68	
icralax (1153 5KF)	—	—	—	D	eau de toilette	22301	—	0.69	Nativelle Digitaline (1336 WJ & C)†s1	—	—	
enema	—	—	—	D	22341	—	—	1.00	ampoules 0.2mg x 1ml	6	0.26	
idicel (938 PD)	12	—	—	D	Fantasy	22561	—	0.75	solution 1/1000	10ml	0.36	
tablets 0.5g (vet.)	—	—	—	D	bath foam	22301	—	0.74	tablets 0.1mg	40	0.18	
ilontin (938 PD)	—	—	—	D	eau de toilette	22450	—	0.45	200	0.51	—	
Kapeals 0.5g	50	0.66	—	D	hand cream	22191	—	0.88	1000	2.45	—	
ilton (1055 RM)	—	—	—	D	perfume	22171	—	0.85	0.25mg	40	0.24	
antiseptic	32oz	3.60dz	—	D	spray mist	22450	—	0.45	200	0.94	—	
				D	hand cream	—	—	—	Nativelle Digoxin (1336 WJ & C)†s1	1000	1.30	
				D	Liberty	—	—	—	tablets 0.25mg	5000	6.17	
				D	bath foam	—	—	—	Natulan (1074 Roche)	250	—	
				D	perfume	—	—	—	capsules	—	—	
				D	roller perfume	—	—	—	Nature Girl (849 MML)	—	—	
				D	spray mist	—	—	—	flexible sandals	—	—	
				D	soap toilet (1)	—	—	—	low wedge heel	2.14pr	0.29pr	
				D	bath (1)	—	—	—			3.49	
				D	traveller	—	—	—				



		Trade £·p	Tax £·p	Retail £·p
<b>Natusol (695 TK)</b>				
baby cream	50g	0.11	0.04	0.20
	125g	0.23	0.085	0.42
powder	85g	0.11	0.04	0.20
soap	100g	0.06	0.02	0.10
<b>Navigator (338 Cussons)</b>				
shaving foam		1.713dz	0.63dz	0.24
<b>Naxogin (227 Erba)</b>				
tablets 250mg	12	0.65	—	0.98
	20	—	—	—
<b>Neo-Cantil (824 MCP) TS</b>				
elixir	100ml	1.08	—	1.62
tablets	50	1.76	—	2.64
<b>Neo-Endrine (1352 Wyeth)</b>				
<b>Neo-Ferrum (324 Crookes)</b>				
tablets	100ml	—	—	—
	250	—	—	—
<b>Neostol (1336 WJ &amp; C)†s4A</b>				
tablets	100	0.58	—	0.87
<b>Neriol Nativelle (1336 WJ &amp; C)</b>				
<b>Neurinase (1336 WJ &amp; C)†s4A</b>				
tablets	22	0.13	—	0.20
	250	1.40	—	2.10
solution		—	—	—
<b>Neurodyne (1295 Wade)†DDI</b>				
capsules	25	0.18	0.07	0.34
	100	0.68	—	—
	250	1.56	—	—
	500	3.04	—	—
<b>Neuro Phosphates (1153 SKF)†</b>				
	300ml	0.25	0.09	0.47
	2l	1.57	—	2.36
<b>Nervoids (175 BCP)</b>				
tablets	21	1.53dz	—	0.17
	84	4.95dz	—	0.55
<b>Nevrothenine (1336 WJ &amp; C)</b>				
<b>New Dew (751 LL)</b>				
bath essence	sachet	0.35dz	0.16dz	0.06
<b>New-skin (104 BP)</b>				
<b>Nirolax (147 Boots)†</b>				
linctus	125ml	1.40dz	0.51dz	0.23
<b>Nivea (1164 SSL) existing entry</b>				
<b>Nivea (1164 SSL)</b>				
creme	1612	0.871dz	0.454dz	0.14
	368	1.28dz	0.674dz	0.21
tube	1613	1.027dz	0.55dz	0.16½
medical pack	370a	6.155dz	3.259dz	0.99
polystyrene jar	1615	2.292dz	1.21dz	0.37½
	1616	3.521dz	1.856dz	0.56½
dry skin lotion	1705	1.175dz	0.619dz	0.19
	1706	2.113dz	1.114dz	0.34
deep cleansing milk		1.333dz	0.713dz	0.22½
		2.016dz	1.07dz	0.34
foundation highlighter		2.032dz	1.091dz	0.34½
hand and body lotion		1.08dz	0.619dz	0.19
		2.114dz	1.114dz	0.34
lipstick dew-kiss		1.989dz	1.054dz	0.33½
pearl		2.135dz	1.132dz	0.36
shot silks		2.28dz	1.206dz	0.38½
liquid cream foundation		2.298dz	1.242dz	0.39
matte satin		2.486dz	1.338dz	0.42½
milk	1707	1.218dz	0.646dz	0.19½
	1708	2.153dz	1.141dz	0.34½
shaving cream tube	280	1.299dz	0.465dz	0.19
	281	1.888dz	0.665dz	0.27½
soap cream	1805	0.506dz	0.18dz	0.07
bath size	1806	0.802dz	0.275dz	0.11
Sunfilt cream	348	1.498dz	0.784dz	0.24
	397	2.461dz	1.306dz	0.39½
sun milk	398	2.868dz	1.526dz	0.46
sun tan gel	394	2.341dz	1.238dz	0.37½
oil	392	2.554dz	1.361dz	0.41
sun oil family	396	3.746dz	1.953dz	0.59
talcum	1630	1.132dz	0.596dz	0.19
<b>Noludar (1074 Roche)†s4B</b>				
tablets 200mg	100	0.86	—	1.29
<b>Norpramine (901 Norton)†s4B</b>				
(distributors 1545 Vestric)				
tablets	1000	3.50	—	—
<b>Norsebad (893 Nicholas)</b>				
bath additive	sachet	2.15	0.73	0.11
		(3dz)	(3dz)	
	60cc	2.94dz	0.99dz	0.45
	120cc	5.74dz	1.95dz	0.88
<b>Norsed (901 Norton)†s4B</b>				
(distributors 1545 Vestric)				
tablets	100	0.40	—	—
	500	1.85	—	—
<b>Northands (899 JND)</b>				
gloves for men		—	—	0.36
<b>Norvic (902 Norvic) existing entry</b>				
<b>Norvic (902 Norvic)</b>				
electric blankets				
Carnation quilt	60×30	—	—	8.47
	60×48	—	—	11.00
Ferndown	60×32	—	—	6.51
	60×46	—	—	8.54
Heather Down	50×25	—	—	4.99
	50×43	—	—	7.46
Heather quilt	48×24	—	—	5.94
	48×44	—	—	8.66
<b>Nostroline (705 Kirby)</b>				
<b>Novara (128 Biometica)</b>				
cleanser	39g	1.32dz	0.70dz	0.22
oil of youth	28g	1.38dz	0.74dz	0.23
	93g	3.51dz	1.88dz	0.59
	115cc	5.13dz	2.75dz	0.85
<b>Noxyflex (503 G)</b>				
insert†				

		Trade £·p	Tax £·p	Retail £·p
<b>Nulogyl (171 BLL)</b>				
tablets 250mg	12	0.67	—	1.00
	120	6.52	—	9.37½
<b>Nulon (1038 R &amp; C)</b>				
hand cream	large	1.78dz	0.96dz	0.28
<b>Nu-Soft (903 NPU)</b>				
kitchen rolls twin				
pack		1.43dz	0.20dz	0.17
<b>Nutmeat (535 Granose)</b>				
	10oz	1.64dz	—	0.17
	16oz	2.18dz	—	0.22½
brawn	10oz	1.72dz	—	0.18
<b>Nutramigen (1489 MJ)</b>				
	1lb	1.25	—	1.87½
<b>Nutrilene (509 Gibbs)</b>				
		1.725dz	0.95dz	0.27½
<b>Nuttolene (535 Granose)</b>				
	10oz	1.64dz	—	0.17
	15oz	2.18dz	—	0.22½
	3½lb	0.53	—	0.65½
<b>Nylax (175 BCP)</b>				
laxative tablets	50	1.06dz	0.39dz	0.15
<b>Nymph (1163 Souplex)</b>				
razor		1.57dz	0.58dz	0.27
blades (5)		0.48dz	0.175dz	0.09
<b>Nystaform (1460 Dome) TS</b>				
ointment	30g	0.86	—	1.29
<b>Nystaform-HC (1460 Dome) T5</b>				
cream	15g	0.58	—	0.87
	30g	1.04	—	1.56
lotion	30ml	1.09	—	1.63
ointment	15g	0.59	—	0.88
	30g	1.06	—	1.59
<b>Nystan (1176 Squibb) TS</b>				
oral tablets	28	0.92	—	1.38
	12	—	—	—
<b>Oatine (1282 VB)</b>				
cream	tube	0.70dz	0.385dz	0.10
	jar	1.10dz	0.605dz	0.20
		2.20dz	1.21dz	0.40
snow	tube	0.70dz	0.385dz	0.10
	jar	1.10dz	0.605dz	0.20
<b>Odol (235 Carteret) existing entry</b>				
<b>Odol (235 CW)</b>				
mouthwash	45cc	1.65dz	0.58dz	0.24
	85cc	2.68dz	0.93dz	0.39
toothpaste	160g	1.10dz	0.38dz	0.16
	107g	1.92dz	0.67dz	0.28
<b>Odormatik (803 MMP)</b>				
aerosol dispenser	3.40dz	—	—	0.42½
<b>Odo-Ro-No (256 CPL) existing entry</b>				
<b>Odo-Ro-No (256 CPL)</b>				
Charme aerosol		2.26dz	1.165dz	0.35
deodorant sticks	15g	1.29dz	0.65dz	0.20
unperfumed	15g	1.43dz	0.48dz	0.20
roll-ons	40g	2.12dz	1.08dz	0.33
Dri-Mist	small	2.84dz	1.44dz	0.44
	large	3.80dz	1.95dz	0.59
<b>Oestredin (901 Norton)†s4A</b>				
(distributors 1545 Vestric)				
syrup	500ml	0.53	—	—
	2l	2.10	—	—
tablets	100	0.30	—	—
	500	1.15	—	—
<b>Oil of Ulay (496 Garsalle)</b>				
oil	4oz	5.10dz	2.805dz	0.87
	6oz	7.00dz	3.85dz	1.20
<b>Olbas (65 Ashley)</b>				
oil		4.59dz	1.68dz	0.70
<b>Old Cottage (545 Grossmith)</b>				
bath cubes (6)	90	1.87dz	1.00dz	0.32
bath dusting powder				
	73E	3.75dz	2.01dz	0.63
brilliantine solid				
tin	80	1.43dz	0.77dz	0.25
jar	77L	1.48dz	0.79dz	0.26
compressed blossoms				
	71S	0.50dz	0.27dz	0.09
Cologne stick	91	1.54dz	0.83dz	0.26
perfume 20cc	73/1	1.98dz	1.06dz	0.33
	28cc	2.48dz	1.33dz	0.42
	36cc	3.19dz	1.71dz	0.55
	125cc	4.73dz	2.54dz	0.80
smelling salts	79	1.20dz	0.64dz	0.20
soap toilet (3)	70/B	3.08dz	1.10dz	0.48
bath (3)	70/B	5.22dz	1.87dz	0.81
talcum	73F	2.04dz	1.09dz	0.35
<b>Old Spice (1131 Shulton)</b>				
Trade prices shown are for 1 dz.				
<b>Omriped (656 IFA)</b>				
foot cushions	pr.	7.37dz	—	0.89
renewal bandage		1.49dz	—	0.18
<b>Omponon (1074 Roche)†SIDD</b>				
ampoules 20mg/ml	10	0.12	—	0.18
	12	—	—	—
<b>Omponon scopolomine (1074 Roche)†SIDD</b>				
ampoules Omponon 20mg				
and scopolomine				
0.4mg/ml	10	0.15	—	0.23
	12	—	—	—
<b>Opas (1335 Wigglesworth)</b>				
tablets	66	1.08dz	0.40dz	0.18
<b>Optabs (175 BCP)†</b>				
eye lotion tablets		0.72dz	—	0.08
handy pack		1.80dz	—	0.20
refill		1.95dz	0.44dz	0.22
kit pack		3.57dz	0.04dz	0.40
economy pack				

		Trade £·p	Tax £·p	Retail £·p
<b>Optimax (220 CC)</b>				
drinking chocolate	500g	4.00	—	—
	1k	6.00	—	—
tablets 0.5g	100	4.00	—	—
	500	17.50	—	—
	1000	30.00	—	—
<b>Optone (690 Keldon)</b>				
eye drops	large	1.77dz	0.63dz	0.25
		2.27dz	0.81dz	0.32
<b>Optrex (690 Keldon)</b>				
eye lotion	small	1.63dz	0.58dz	0.23
	large	2.41dz	0.86dz	0.34
	family	4.26dz	1.52dz	0.60
with eye bath	small	1.77dz	0.63dz	0.25
masks	6	2.19dz	0.78dz	0.34
	single	0.51dz	0.18dz	0.08
ointment		1.36dz	—	0.17
baths		0.44dz	0.06dz	0.07
lens cloth		0.64dz	—	0.08
ocular syringe		9.20dz	—	1.15
<b>Orabase (1176 Squibb)</b>				
paste	5g	—	—	—
<b>Orastrep (378 Dista)TS</b>				
tablets	100	1.57	—	—
<b>Orfoids (916 OC)</b>				
capsules (vet.)	100	1.17	0.43	2.00
<b>Orgaluton (917 Organon)†s4B</b>				
tablets	20	0.25	—	0.37½
<b>Original Brown Windsor (1070 Windsor)</b>				
soap toilet		1.11dz	0.40dz	0.18
bath		1.77dz	0.63dz	0.29
<b>Orlane (1145 Sirex)</b>				
gel-matin		—	—	2.50
masque transparent		—	—	2.25
rosee demaquillante		—	—	—
tube		—	—	1.80
<b>Or-Lem (918 Or-Lem)</b>				
blackcurrant syrup		—	—	0.14
		—	—	0.20
pure lemon juice		—	—	0.14
		—	—	0.20
sweetened		—	—	0.14
		—	—	0.20
<b>Ortho-dienostrol (922 Ortho)†s4B</b>				
cream with applicator		0.45	—	0.68
tube only		0.33	—	0.50
<b>Orthoforms (922 Ortho)</b>				
pepparies	10	0.20	—	0.30
<b>Ortho-Novin (922 Ortho)</b>				
tablets 0.5mg Pushpaks				
	2mg Dialpak 2l			
<b>Ortho-Novin SQ (922 Ortho)</b>				
<b>Oubaine Arnaud Nativelle (1336 WJ &amp; C)†s1</b>				
ampoules 1mg X 1ml	6	0.26	—	0.39
tablets 2.5mg	40	0.36	—	0.54
	200	1.40	—	2.10
<b>Quataplasme Langlebert (1336 WJ &amp; C)</b>				
<b>Outdoor Girl (867 MP)</b>				
Tanfastic Xtra		2.30dz	1.265dz	0.35
eyelash striplash		4.65dz	2.56dz	0.80
<b>Ovanon (917 Organon)†s4B</b>				
tablets	22	0.283	—	0.42½
<b>Ovaltine (1303 Wander)</b>				
10 case rates minimum order	direct			
	4oz	1.17dz	—	0.11
	8oz	2.04dz	—	0.19½
	16oz	3.51dz	—	0.34
instant non-fat milk	7oz	1.43dz	—	0.13½
	12oz	2.13dz	—	0.20½
<b>Paleva (289 Concept)</b>				
tablets	50	0.375	—	—
	100	0.70	—	—
<b>Palfium (824 MCP)†s1DD</b>				
ampoules 5mg	10	0.56	—	0.84
	100	5.00	—	7.50
	10mg	0.66	—	0.99
	100	5.88	—	8.82
tablets 5mg	25	0.44	—	0.66
	100	1.48	—	2.22
<b>Palmolive (280 CP)</b>				
shave cream lime				
<b>Paludrine (649 ICI)</b>				
tablets 0.1g	100	0.165	—	0.25
	1000	1.40	—	2.10
<b>Pan (1164 S5L)</b>				
shampoo	480	2.779dz	0.984dz	0.41
	48l	4.547dz	1.625dz	0.67
<b>Panadeine Co (1599 Winthrop)†DD1</b>				
tablets	10	1.12dz	0.41dz	0.17½
<b>Panadol (1599 Winthrop)</b>				
tablets	12	0.96dz	—	0.12
<b>Panaleve (1336 Wigglesworth)</b>				
tablets	25	0.88dz	—	0.17
<b>Panbiline (1336 WJ &amp; C)</b>				
pills	50	0.28	1.10	0.51
<b>Pan-Cake (813 MF)</b>				
make-up		0.193	0.101	0.39
<b>Panda (1155 S &amp; N)</b>				
nursery wool				
rolls		1.30dz	—	0.15
balls (150)		1.30dz	—	0.15
pleated (8ft)		0.65dz	—	0.07½
<b>Panets (690 Keldon)</b>				
tablets	50	2.70dz	—	0.30
<b>Pantene (261 Christy)</b>				
oily or non-oily		2.63dz	1.445dz	0.45
<b>Papier Poudre (935 Papier) existing entry</b>				
<b>Papier Poudre (935 Papier)</b>				
books		0.70dz	0.385dz	0.13
pomanders No. 3		3.90dz	2.145dz	0.68







		Trade £·p	Tax £·p	Retail £·p
<b>Ponds (256 CPL)</b>				
cold cream	jar 16g	0.95dz	0.48dz	0.15
	42g	2.02dz	1.03dz	0.32
	90g	3.10dz	1.58dz	0.49
	195g	5.64dz	2.88dz	0.89
dry skin cream	jar 16g	0.95dz	0.48dz	0.15
	42g	2.02dz	1.03dz	0.32
	90g	3.10dz	1.58dz	0.49
dusting powder				
Dream Flower		3.54dz	1.80dz	0.55
light moisturiser		0.95dz	0.48dz	0.15
		2.02dz	1.03dz	0.32
moisturising foundation				
cream	jar 16g	0.95dz	0.48dz	0.15
	42g	2.02dz	1.03dz	0.32
Spray 'N' Stay	small	2.12dz	1.08dz	0.33
	large	2.83dz	1.44dz	0.44
talcum Dream				
Flower	100g	1.42dz	0.72dz	0.22
	160g	2.12dz	1.08dz	0.33
vanishing cream	jar 16g	0.95dz	0.48dz	0.15
	42g	2.02dz	1.03dz	0.32
	90g	3.10dz	2.58dz	0.49
<b>Potaba (521 Glenwood)</b>				
capsules	240	2.69	—	3.58
	1000	10.13	—	13.50
Envules	40	2.97	—	3.96
tablets	120	1.18	—	1.57
	1000	8.145	—	10.86
<b>Potaba 6 (521 Glenwood)</b>				
capsules 0.5g	240	2.725	—	3.71
	1000	10.21	—	13.61
tablets 0.5g	120	1.26	—	1.68
	1000	8.25	—	11.00
<b>Pragmatar (1153 SKF)</b>				
ointment	25g	0.13	0.05	0.24
	500g	2.16	0.79	4.03
<b>Prednelan (518 Glaxo) T5</b>				
tablets	100	0.42	—	—
	500	2.00	—	—
<b>Pregnyl (917 Organon) †54B</b>				
ampoules 100iu/ml	12	1.00	—	1.50
	500iu/ml	2.333	—	3.50
	1500iu/ml	4.333	—	6.50
	5000iu/ml	9.00	—	13.50
<b>Preparation "H" (655 ICC)</b>				
ointment	large	3.04dz	1.11dz	0.43
suppositories	12	2.68dz	0.98dz	0.38
<b>Prestoband (1578 Vernon)</b>				
4yd x 1/2in		0.45	—	0.05
4yd x 1in		0.54	—	0.06
4yd x 2in		1.08	—	0.12
<b>Pretty Feet (1113 S&amp;B)</b>				
bottle		2.17dz	1.09dz	0.34
roll ball applicator		2.48dz	1.25dz	0.39
<b>Primitif (813 MF)</b>				
dusting powder		0.475	0.248	0.96
eau de toilette spray		0.292	0.153	0.59
perfume phial		0.267	0.14	0.54
<b>Proctosedyl (1087 Roussel) T5</b>				
ointment	30g	1.00	—	1.50
<b>Propaderm (34 A &amp; H)</b>				
cream	15g	0.34	—	—
	50g	0.88	—	—
forte	5g	0.72	—	—
lotion	15ml	0.33	—	—
	50ml	0.88	—	—
ointment	15g	0.34	—	—
	50g	0.88	—	—
<b>Propaderm-A (34 A &amp; H) T5</b>				
ointment	15g	0.38	—	—
	50g	0.96	—	—
<b>Propaderm-C (34 A &amp; H) T5</b>				
cream	15g	0.37	—	—
	50g	0.95	—	—
ointment	15g	0.37	—	—
	50g	0.95	—	—
<b>Propaderm-L (34 A &amp; H) T5</b>				
ointment	15g	0.40	—	—
suppositories	10	0.40	—	—
<b>Propaderm-N (34 A &amp; H) T5</b>				
cream	15g	0.35	—	—
	50g	0.89	—	—
ointment	15g	0.35	—	—
	50g	0.89	—	—
<b>Pro-Plus (67 Ashe)</b>				
tablets	100	4.40dz	—	0.55
<b>Prostigmin (1074 Roche)</b>				
ampoules 0.5mg/ml	10	0.19	—	0.29
	6	—	—	—
	2.5mg/ml	0.35	—	0.53
	10	—	—	—
	6	—	—	—
concentrated solution		—	—	—
tablets 20		—	—	—
<b>Proteiset (1412 Jackel)</b>				
styling lotion		0.19	0.105	0.39
<b>Prothiaden (324 Crookes) †54B</b>				
capsules 25mg	100	1.57	—	—
	600	9.03	—	—
<b>Proveinase Midy (1336 WJ &amp; C)</b>				
<b>Prunagar (1336 WJ &amp; C) †</b>				
tablets	50	0.15	0.06	0.29
<b>Psorox (1530 Fisons) †</b>				
ointment	25g	1.27dz	0.44dz	0.20
	50g	1.85dz	1.21dz	0.28
	1oz & 2oz	—	—	—
<b>Pulvex (295 CM &amp; R)</b>				
	2oz	0.64dz	—	0.08

		Trade £·p	Tax £·p	Retail £·p
<b>Puritan (756 Lever)</b>				
soap	large	4.296	—	0.10
	(4 dz)	—	—	—
<b>Pyrex (1508 Jobling)</b>				
baby set		0.71	0.06	1.12½
feeding bottle	4oz	0.10	—	0.15
	8oz	0.12	—	0.18
	8oz	0.17	—	0.25
wide mouth		0.235	0.03	0.38
measuring jug	½pt	0.31	0.04	0.50
	1pt	—	—	—
<b>Q.A. (430 Eucryl)</b>				
tablets	25	0.42dz	0.155dz	0.08
	100	0.98dz	0.36dz	0.17
<b>Q-Tips (256 CPL)</b>				
cotton swabs	18	0.68dz	—	0.08
	54	1.62dz	—	0.19
	108	2.30dz	—	0.27
	216	3.82dz	—	0.45
<b>Quick Action (1297 WD)</b>				
<b>Quick Action (1169 BG5)</b>				
cough remedy		0.10	0.04	0.19
<b>Quinocardine Naitville (1336 WJ &amp; C)</b>				
tablets	20	0.68	0.25	1.27
<b>Quinoderm (1445 Q)</b>				
cream	25g	1.92dz	—	0.24
<b>Quotane (1153 SKF)</b>				
ointment	25g	0.18	—	0.27
<b>Racumin (96 BA)</b>				
mouse bait		1.20dz	—	0.15
rat bait		2.40dz	—	0.30
box		3.60dz	—	0.45
carrypack		0.52	—	0.80
<b>Radox (893 Nicholas)</b>				
bath salts Bouquet,		1.235dz	0.63dz	0.19
Pine, Cologne		1.89dz	0.96dz	0.29
<b>Rainette (331 C of C)</b>				
hair lacquer refill		0.21dz	0.113dz	0.03
sachet	30cc	1.37dz	0.725dz	0.22
talcum	120g	—	—	—
<b>Ral Evapo (67 Ashe)</b>				
dry dressing		0.89dz	0.32dz	0.14
tablets	15	0.45dz	0.16dz	0.08
	32	0.97dz	0.35dz	0.14
	160	2.88dz	1.03dz	0.45
<b>Rarical (922 Ortho)</b>				
tablets	100	0.33	—	0.50
	1000	2.25	—	—
<b>Ratcliffe's (1473 RBH) existing entry</b>				
<b>Ratcliffe's (1473 RBH)</b>				
diabetic lemon cheese		1.38dz	—	0.15
marmalade	7oz	1.20dz	—	0.14
honey		—	—	—
Australian, Flower Power		—	—	—
Mexican, New Zealand,		—	—	—
Jamaican	½lb	1.05dz	—	0.11
	1lb	1.80dz	—	0.19
Australian clover, Israeli	1lb	1.90dz	—	0.20
Australian dandelion,				
American clover, buck-				
wheat, Guatemalan,				
lavender blossom, sage,				
Spanish orange blossom,				
Spanish rosemary	½lb	1.18dz	—	0.13
	1lb	2.05dz	—	0.22
Acacia, American orange				
blossom, Argentine				
Canadian clover, grape-				
fruit blossom, Israeli				
(Kosher packed) lime				
blossom, mint blossom	½lb	1.23dz	—	0.13
	1lb	2.15dz	—	0.23
Greek wild thyme, Greek				
lemon blossom	1lb	4.00dz	—	0.42
clover (British imported)	½lb	1.45dz	—	0.16
	1lb	2.60dz	—	0.29
Heather (British and	½lb	1.80dz	—	0.20
imported)	1lb	3.30dz	—	0.37
English flower/clover				
honey, English early	½lb	1.88dz	—	0.20
blossom	1lb	3.45dz	—	0.37
	½lb	2.30dz	—	0.24
	1lb	4.30dz	—	0.46
French Leather, Tupelo	½lb	1.90dz	—	0.20
blossom	1lb	3.50dz	—	0.37
New Zealand buttercup,				
New Zealand cloves	½lb	1.20dz	—	0.13
	1lb	2.10dz	—	0.22
Tasmanian blossom	1lb	2.30dz	—	0.24
Honey vinegar	10oz	1.15dz	—	0.13
<b>Rational Diet (1536 RDP)</b>				
Berich tablets	300	1.80dz	—	0.20
	500	2.70dz	—	0.32
	1200	5.20dz	—	0.65
	85	—	—	—
Eerich capsules	50	1.80dz	—	0.23
<b>Rich-o-Vite complex</b>				
capsules	100	3.75dz	—	0.47
	200	7.40dz	—	0.90
<b>Rich-o-Vite dry E</b>				
tablets	50	4.00dz	—	0.50
	45	—	—	—

		Trade £·p	Tax £·p	Retail £·p
<b>Fort-E-Vite capsules</b>	100	8.40dz	—	1.05
	300	2.00	—	3.00
<b>Rich-o-Cal</b>	100	1.80dz	—	0.23
	300	4.80dz	—	0.60
<b>Rosamin tablets</b>	50	1.60dz	—	0.20
	100	2.80dz	—	0.35
	300	6.80dz	—	0.85
	45	—	—	—
<b>Sea Green tablets</b>	100	2.50dz	—	0.28
	300	6.60dz	—	0.75
<b>vegetarian vit B12</b>				
tablets	100	2.00dz	—	0.25
	85	—	—	—
<b>Rautrax (1176 Squibb)</b>				
tablets	25	—	—	—
<b>Ravina (1369 RW) existing entry</b>				
<b>Ravina (1369 RW)</b>				
<b>Beedi Bands</b>				
elasticated, wooden beads				
med. 3 row	274	1.13dz	0.41dz	0.17½
small 3 row	276	1.60dz	0.59dz	0.25
large 3 row	277	1.45dz	0.53dz	0.22½
small 5 row	278	1.60dz	0.59dz	0.25
<b>Alice band, wooden beads</b>				
5 row	424	4.00dz	0.55dz	0.55
<b>crochet band</b>				
Chennille	400	3.00dz	—	0.37½
Lurex	401	4.40dz	—	0.55
hair plaits	320	2.20dz	0.30dz	0.30
pony tail holder	256	0.80dz	0.29dz	0.12½
string tie head bands	312	1.85dz	0.25dz	0.25
velvet fashion bow				
on curl clip, small	521	1.45dz	0.20dz	0.20
on comb, med.	533	2.20dz	0.30dz	0.30
large	537	2.95dz	0.40dz	0.40
velvet fluff fashion bow				
on comb, large	540	3.30dz	0.45dz	0.45
<b>Rayglo (333 Cupal)</b>				
toothache tincture †		0.72dz	0.24dz	0.11
<b>Raywarp (1033 Raywarp)</b>				
bath hats				
Froth Cap		—	—	0.51
hairnets		—	—	—
B.11		—	—	0.03
N.15		—	—	0.03
N.1		—	—	0.03
headliners		—	—	—
Bouffant cap		—	—	0.35
rainwear		—	—	—
rain hood plain		—	—	0.30
printed		—	—	0.40
slumber nets		—	—	—
Lullabye		—	—	0.06
515		—	—	0.04
R.6		—	—	0.06
<b>R.B.C. (1091 Rybar) †</b>				
cream	25g	1.38dz	0.51dz	0.21
	500g	0.97	0.36	—
<b>Rectalad (369 DL)</b>				
<b>Rectopaniline (1336 WJ &amp; C)</b>				
suppositories	10	0.45	0.17	0.84
<b>Redoxon (1074 Roche)</b>				
ampoules		—	—	—
<b>Regula (980 Photopia)</b>				
cameras				
Instaking 124		—	—	6.49
automatic		—	—	16.97
electronic		—	—	23.95
<b>Remington (1044 R)</b>				
toiletries				
after shave lotion		—	—	0.43
powder stick		—	—	0.43
pre-shave		—	—	0.43
shaver saver		—	—	0.38
<b>Rennie (893 Nicholas)</b>				



	Trade £:p	Tax £:p	Retail £:o		Trade £:p	Tax £:p	Retail £:p		Trade £:p	Tax £:p	Retail £:p
to brush	1.61dz	0.59dz	0.25	Sandocal (1098 Sandoz)	0.35	—	0.53	Kurotex pads	0.88dz	—	0.11
brush	1.93dz	0.72dz	0.30	tablets	1.75	—	2.63	Onixol	1.05dz	0.385dz	0.17½
glosser	1.06dz	0.568dz	0.18	5x20	—	—	—	Protecto cushions	0.80dz	—	0.10
icated make-up	1.17dz	0.645dz	0.20	Sanizal (1480 Izal)†	0.99dz	—	0.11	suspender belt	0.80	0.11	1.25
ke	1.76dz	0.944dz	0.30	disinfectant	—	—	—	suspender type A set	0.15	0.021	0.24
iquid (506 Gerhardt)	—	—	—	Sanogyl (1119 5T)†	1.65dz	0.45dz	0.17½	type B	0.15	0.021	0.24
admix 7lb	0.80	—	1.20	fluoride toothpaste	—	—	—	(NH5)	0.30	0.041	0.46
Nut (535 Granose)	2.42dz	—	0.25½	Sarakan (70 AHF)	—	—	0.25	type C	0.10	0.014	0.17
16oz	—	—	—	toothpaste	—	—	—	type D set	0.80dz	—	0.10
Diet (1440 WFL) existing entry	—	—	—	Satin Flow (813 MF)	0.158	0.083	0.32	Tarso-pads	0.72dz	—	0.09
Diet (1440 WFL)	0.34	—	0.45	medium	0.218	0.114	0.44	toe-cap	0.72dz	—	0.09
abetic fruit cake 14oz	—	—	—	standard	—	—	—	sleeve	1.86dz	—	0.23
ten free products	3.15	—	—	large	—	—	—	prop	0.60dz	—	0.07½
our 6x2k	0.11	—	—	Satura (385 DG)	0.54	0.295	1.14	separators	1.37dz	—	0.17½
weet biscuits 5oz	0.11	—	—	cleaning lotion 170cc	0.31	0.17	0.65	Tube gauz	0.97dz	—	0.12½
avoury biscuits 4½oz	3.60	—	—	cleansing cream	0.54	0.295	1.14	finger size with	2.54dz	—	0.32
rotein free products	0.13	—	—	freshener 170cc	0.38	0.21	0.80	applicator	3.28dz	—	0.40½
our 6x2k	—	—	—	moisture cream 55cc	0.67	0.37	1.41	refill	3.54dz	—	0.44
ten free/protein	—	—	—	Sausalatas (535 Granose)	1.69dz	—	0.17½	No. 01	4.90dz	—	0.61½
ree bread 8oz	—	—	—	10oz	2.22dz	—	0.23½	No. 12	5.86dz	—	0.73½
e d'un Soir (1469 PC)	—	—	—	15oz	—	—	—	No. 34	8.31dz	—	1.04
ch oil 4943	—	—	3.37	Saviand (535 Granose)	1.64dz	—	0.17	No. 56	10.81dz	—	1.35
ologne 9029	—	—	3.76	10oz	2.18dz	—	0.22½	No. 78	—	—	—
9030	—	—	5.74	16oz	—	—	—	No. T1	—	—	—
9022	—	—	3.53	Savlon (649 ICI)	—	—	—	No. T2	—	—	—
pray	—	—	—	hospital concentrate	2.50	—	—	applicator metal	0.10	—	0.15
isting powder 4910	—	—	2.38	5l	—	—	—	No. 00	0.10	—	0.15
rfum creme 4904	—	—	1.89	1 gal	—	—	—	No. 0	0.39	—	0.58½
rfume 9042	—	—	3.37	hospital concentrate 1l	0.69	—	—	No. 1	0.41	—	0.61½
9044	—	—	3.76	1qt	—	—	—	No. 2	0.44	—	0.66
9040	—	—	2.87	Saxin (208 BW)	—	—	—	No. 3	0.47	—	0.70½
9075	—	—	4.19	tablets	0.06	—	0.09	No. 4	0.50	—	0.75
lum powder 4911	—	—	1.17	100	0.10	—	0.15	No. 5	0.53	—	0.79½
ilet perfume 9730	—	—	8.01	200	0.14	—	0.21	No. 6	0.55	—	0.82½
omiser 9025	—	—	2.53	300	0.22	—	0.33	No. 7	0.58	—	0.87
omiser	—	—	—	500	1.84	—	2.76	No. 8	2.06dz	0.283dz	0.28½
insons (1449 R & CFD)	—	—	—	5000	0.16	—	0.24	Walk Strates	0.66dz	0.242dz	0.11
arley waters 25½oz	1.41dz	0.31dz	0.19	solution 24ml	—	—	—	zinc-pads	—	—	—
gh protein cereal 4oz	1.15dz	—	0.12	Scentinel (889 NH)	1.80dz	—	0.20	towelling exercise sandals	1.21	0.166	1.88
iple pack 6oz	1.15dz	—	0.12	aerosol air freshener	1.80dz	—	0.20	pr.	2.34dz	1.29dz	0.39
hole fruit drinks 25½oz	1.295dz	0.285dz	0.18	fly spray	1.80dz	—	0.20	clear jade	4.98dz	2.739dz	0.85
er & Gallet (1076 R & G)	—	—	—	moth proofer	1.80dz	—	0.20	enriched skin food	2.28dz	1.254dz	0.39
ochettes rafraichissantes	0.17	0.09	0.40	bouquet air freshener	0.80dz	—	0.10	smooth-away	—	—	—
10	—	—	—	channel block B	0.40dz	—	0.05	Schoum (1336 WJ & C)	0.33	0.12	0.61
ologne extra old	0.45	0.24	1.05	giant	0.60dz	—	0.07½	solution 60cc	1.30dz	—	0.18
tomiser	0.08	0.045	0.20	flower air freshener	1.00dz	0.14dz	0.12½	Scorvite (1335 Wigglesworth)	—	—	—
p-aide	—	—	—	air freshener fittings	1.00dz	—	0.12½	tablets 14	—	—	—
son (1079 Ronson)	4.86	1.79	8.50	No. 1 refill	1.60dz	0.11dz	0.20	Scriptax (289 Concept)	0.35	—	—
attery shaver R535	6.84	2.51	11.95	No. 3 mike	0.80dz	—	0.10	syrup 100ml	—	—	—
electric shaver R555	—	—	—	refill	0.80dz	0.06dz	0.10	Sea Witch (412 Elida)	2.15dz	1.185dz	0.36
ie's (1109 Schweppes)	—	—	—	No. 5 minor	0.40dz	—	0.05	hair colorant	7.05dz	2.58dz	1.08
armalade sugar free	—	—	—	refill	—	—	—	Sebaveen (346 Dales)	—	—	—
al Regiment (813 MF)	0.47	0.246	0.95	deodorisers and cleaners	—	—	—	Sebaveen (710 Knox)	1.25dz	0.46dz	0.19
ter shave lotion	0.297	0.155	0.60	Swish model, suction	0.80dz	0.06dz	0.10	shampoo 4oz	—	—	—
ody talc	0.544	0.284	1.10	hook	—	—	—	Sebbix (1530 Fisons)	—	—	—
ologne	0.298	0.104	0.55	model T polythene	0.80dz	0.06dz	0.10	cream shampoo tube	—	—	—
ap de luxe	—	—	—	hook	0.40dz	—	0.05	Seboderma (1007 PL)	—	—	—
al Sweden (1412 Jackel) existing entry	—	—	—	model's 5 and T refills	0.80dz	—	0.10	(distributors 276 C & C)	—	—	—
al Sweden (1412 Jackel)	0.21	0.075	0.39½	Flush-kleen	0.40dz	—	0.05	Delete word shampoo	—	—	—
air brushes ladies	0.37	0.135	0.69	universal toilet block	—	—	—	Secaderm (1295 Wade)	0.10	0.03	0.17
15111	—	—	—	Scheriproct (1479 5CL) †T5	0.24	—	0.36	salve 15g	0.21	0.07	0.39
15505	0.56	0.205	1.05	ointment 10g	10.30	—	15.45	45g	—	—	—
1890; 1986; 1987; 15244;	0.67	0.245	1.25	6	0.20	—	0.30	Secondal (413 Lilly)	—	—	—
15431	1.29	0.48	2.40	suppositories	—	—	—	sodium tablets 100mg 5000	0.58	0.32	1.23
15461; 1988	1.75	0.64	3.25	Scholl's (1108 5MC)	0.80dz	—	0.10	Secret of the Sea (385 DG)	—	—	—
15471; 15472; 15473	2.10	0.765	3.75	adhesive foam 6x3in	0.60dz	—	0.07½	Fashion Touch 29cc	—	—	—
501; 503	—	—	—	adhesive moleskin	0.60dz	—	0.07½	Fashion Touch 29cc	—	—	—
507	—	—	—	animal wool	0.80dz	—	0.10	Secto (333 Cupal) existing entry	—	—	—
air brushes men's	0.56	0.205	1.05	anti-pressure pad	1.49dz	—	0.18	Secto (333 Cupal)	—	—	—
2059	0.80	0.295	1.50	antiseptic foot balm	2.56dz	—	0.32	aerosols	—	—	—
2045	—	—	—	ankle & arch support	0.43dz	—	0.65	biting insect repellent	—	—	0.31
zalex (1480 Izal) existing entry	—	—	—	arch cushions	1.60dz	—	0.20	pop size	—	—	—
zalex (1480 Izal)	1.31dz	0.72dz	0.21	athletes foot powder	—	—	—	greenfly & aphid	—	—	0.27
barrier cream No. 1	1.42dz	0.52dz	0.20½	Ball-o-Foot	1.50dz	—	0.19	spray	—	—	0.24
ube perfumed 45g	1.31dz	0.72dz	0.21	supersoft	0.80dz	—	0.10	Mothproofer house-	—	—	—
in unperfumed 260g	1.39dz	0.76dz	0.22	soft-step	1.20dz	—	0.15	hold size	—	—	—
No. 8 tube perfumed	—	—	—	Vi-step	0.97dz	0.534dz	0.18	superfast fly killer	—	—	0.24
anolin skin cream tube	—	—	—	bath salts	0.60dz	0.33dz	0.11	super size	—	—	0.24
45g	—	—	—	large	1.10dz	0.605dz	0.20	giant size	—	—	0.44
by (1418 Strenol)	—	—	—	Bromidrocil	1.00dz	0.367dz	0.17	Vap fly killer super	—	—	0.21
by (1169 BG5)	0.15	0.05	0.26	bunion lotion	1.16dz	0.425dz	0.19	insecticide powder	—	—	—
ormer for dogs	0.155	0.05	0.26	shield (foam ease)	1.94dz	—	0.24	plastic puffer 4½oz	—	—	0.14
for puppies	0.38	—	0.50	(slim foam)	1.20dz	—	0.15	ant killer 4½oz	—	—	0.14
for horses	0.23	—	0.30	chilblain ointment	1.35dz	0.495dz	0.22	liquid Secto Vap	—	—	—
east tablets (vet.)	—	—	—	chiropody felt	0.88dz	—	0.11	300cc	—	—	0.16
bar (1091 Rybar)	3.00dz	1.10dz	0.41½	corn & callous file	1.52dz	0.836dz	0.30	16oz	—	—	0.22
diabetic linctus †DDI	—	—	—	corn callous salve	1.16dz	0.425dz	0.19	32oz	—	—	0.35
150ml	0.88dz	0.32dz	0.14	corn shields latex foam	0.88dz	—	0.11	128oz	—	—	1.10
115ml	—	—	—	felt corn & bunion	—	—	—	hair emulsion	—	—	0.14
eye lotion 60ml	—	—	—	pads	0.80dz	—	0.10	Vap lantern	—	—	0.67
2oz	—	—	—	self adhesive	0.88dz	—	0.11	Secto-Kil (333 Cupal)	—	—	—
nhaler valves	0.30dz	—	0.04	Fixo corn plasters	0.66fz	0.242dz	0.11	house and garden	—	—	0.19
abond (1530 Fisons) existing entry	—	—	—	foam cushion pads	0.88dz	—	0.11	powder 7oz	—	—	0.27
abond (1530 Fisons) †s7	4.15dz	1.42dz	0.65	foot deodorant	2.60dz	1.44dz	0.45	fingertip dispenser	—	—	0.14
yrup 150ml	5.42dz	1.86dz	0.87	anti-persperant	1.00dz	0.367dz	0.17	slug pellets 8oz	—	—	—
tablets 30	39.00dz	13.37dz	6.06	foot powder	1.46dz	0.535dz	0.24	Selvigon (1153 5KF)	0.21	—	0.32
250	—	—	—	large	2.60dz	1.44dz	0.45	syrup 100ml	—	—	—
sol (1335 Wigglesworth)	0.88dz	—	0.11	foot spray	1.38dz	0.76dz	0.24	tablets 50	1.50dz	—	0.18
tablets 200	—	—	—	handbag size	0.65dz	0.358dz	0.12	100	2.61dz	—	0.31
-T-Coil (774 LR)	—	—	—	hard skin reducer	0.58dz	0.08dz	0.08	Sepichlor (1335 Wigglesworth) †	—	—	—
tra-uterine device	1.25	—	—	heel grip (superluxe) pr	0.85dz	0.117dz	0.12	lozenges 20	0.90dz	—	0.12½
Antisepticus (800 TM)	—	—	—	heel liner (Vi-grip)	—	—	—	Septex (901 Norton)	—	—	—
Antisepticus (195 B & 5L)	—	—	—	Heel Pillo	0.82dz	0.113dz	0.12	(distributors 1545 Vestric)	—	—	—
ncos (1098 Sandoz) †DDI	2.80	—	4.20	(latex foam)	—	—	—	cream No. 1	0.60	—	—
ompond linctus 2l	0.15	—	0.23	Insoles	1.06dz	0.146dz	0.15	cream No. 2	0.75	—	—
yrup 100ml	2.25	—	3.38	Air-Pillo	1.06dz	0.146dz	0.15	Septtrin (208 BW) †54B	—	—	—
2l	—	—	—	floral	1.78dz	0.245dz	0.24	suspension adult	1.13	—	1.70
				Cosy-sole	—	—	—	100ml	—	—	—



	Trade £·p	Tax £·p	Retail £·p	
<b>Serenace (1121 Searle) †s4B</b>				
ampoules 3mg/ml 50	6·80	—	10·20	
tablets 5mg 50	2·67	—	4·00	
250	12·33	—	18·50	
1000	46·23	—	—	
<b>Serene (1164 S5L) existing entry</b>				D
<b>Serene (1164 S5L)</b>				I
beauty cream 31g	2·658dz	1·412dz	0·44½	
50g	3·729dz	1·976dz	0·62½	
85g	5·807dz	3·087dz	0·97½	
day-time lotion				
27cc	3·129dz	1·668dz	0·52½	
56cc	5·219dz	2·780dz	0·87½	
<b>Setlers (104 BP)</b>				
	1·23dz	0·455dz	0·17	
	1·81dz	0·665dz	0·25	
roll	1·015	0·375	0·07	
	(2dz)	(2dz)		
<b>Seventh Heaven (67 Ashe)</b>				
perfume 800	1·92dz	1·03dz	0·35	
<b>Shandruff (1282 VB)</b>				D
<b>Sheer Genius (813 MF)</b>				
powder cream	0·242	0·126	0·49	
<b>Shellgard (67 Ashe)</b>				I
Vapona dog band	7·44dz	—	0·82½	
<b>Shem-el-Nessim (545 Grossmith)</b>				
cachous packets	0·81	0·19	0·06	
	(2dz)	(2dz)		
jar 1lb	0·93	0·24	—	
<b>Sherleys (67 Ashe)</b>				
aquatic aids Nos. 1, 2,				
3, 5	1·27dz	0·45dz	0·19	A
4, 6, 7	1·60dz	—	0·19	
8, 9	1·32dz	0·28dz	0·19	
cage birds medicines				
Nos. 1-5	1·27dz	0·45dz	0·19	
6-8	1·60dz	—	0·19	
9	1·41dz	0·30dz	0·19	
cat collars	—	—	—	D
dog chews	—	—	—	
liver snaps	1·11dz	0·24dz	0·15	
round-worm tablets 24	1·64dz	—	0·20	
Sherley Stars	—	—	—	D
<b>Shield (509 Gibbs)</b>				
anti-perspirant standard	2·28dz	1·255dz	0·36	
large	2·915dz	1·605dz	0·46	
<b>Shine (412 Elida)</b>				
hair conditioner aerosol	2·585dz	1·42dz	0·42	
<b>Signorici (936 PNR)</b>				
aerosol deodorant				
G204	—	—	1·13	
after shave GA6	—	—	1·52	
soap 1 SGI	—	—	0·53	
3 SGI	—	—	1·49	
Spray Cologne	GIII	—	1·47	
toilet water				
atomiser refill				
G117	—	—	2·02	
weekender 5PGI	—	—	0·88	
<b>Silhouette (1385 GOC)</b>				
sunglasses				
620; 628	—	—	3·90	
651; 656	—	—	4·10	
629; 673	—	—	4·30	
626; 627; 631	—	—	4·40	
658	—	—	4·50	
661; 662	—	—	5·00	
668	—	—	5·10	
665	—	—	5·40	
666	—	—	5·60	
667	—	—	6·00	
<b>Siloxyl (289 Concept)</b>				
tablets 120	1·75	0·575	—	
<b>Siltettrin (117 BPL) T5</b>				
tablets 250 mg 100	2·15	—	—	
<b>Silvikrin (105 BTD)</b>				
75 hairdressing standard	1·235dz	0·68dz	0·19	
large	1·93dz	1·065dz	0·30	
hair cream standard	0·965dz	0·535dz	0·15	
large	1·445dz	0·795dz	0·22½	
hair dressing	1·475dz	0·815dz	0·23	
hair spray regular	1·735dz	0·955dz	0·27	
economy	2·41dz	1·33dz	0·37½	
pure	4·18dz	2·30dz	0·65	
shampoos sachet	0·21dz	0·08dz	0·03	
standard	0·805dz	0·30dz	0·11	
economy	1·215dz	0·40dz	0·17	
<b>Simbix (67 Ashe)</b>				
diet biscuits	2·44dz	—	0·27	
nibbles for slimmers				
chocolate nut cookies,	2·20dz	—	0·25	
chocolate malted,	1·85dz	0·40dz	0·26	
peppermint creams	1·83dz	0·39dz	0·25	
slimming plan 14 day	4·41dz	—	0·52	
<b>Singulier (Cardin (1131 Shulton))</b>				I
eau de toilette 2oz	—	—	2·38	
perfume 4oz	—	—	3·26	
<b>Sister Lauras (1146 5L)</b>				
food 300g	0·17	—	0·22	
<b>Skeetide (333 Cupal)</b>				
insect repellent ½oz	0·94dz	0·31dz	0·16½	
<b>Skefron (1153 SKF)</b>				
tablets 100	0·23	—	0·35	
<b>Skels (1152 5K)</b>				
diabetic chocolate	1·27	0·28	0·08½	
	(2dz)	(2dz)		
fruit flavours assorted	1·02dz	0·225dz	0·14	
instant jelly 1pt	0·79dz	—	0·09	
wafers	1·98	—	0·11	
	(2dz)			
pastilles fruit flavoured	1·09dz	0·24dz	0·15	
<b>Sketofax (208 BW) 17·5g</b>	0·10	0·04	0·19	

	Trade £·p	Tax £·p	Retail £·p	
<b>Skin Dew (S96 HR)</b>				
contour-lift	—	—	2·00	
herbal lotion	—	—	1·00	
<b>Sleepwell (70S Kirby)</b>				
tablets 16	1·20dz	0·44dz	0·17	
<b>Slim Spin (1594 SS)</b>				
exercising discs	—	—	2·85	
<b>Smith Kendon (1152 SK)</b>				
pastilles				
eucalyptus & menthol	1·01dz	—	0·13	
Gee's linctus BPC †DDI	0·90dz	—	0·11	
red gum & menthol	0·92dz	0·335dz	0·14	
<b>SMP (61 APC) †sl</b>				
ophthalmic solution				
atropine 1% 10ml	0·34	—	—	
homatropine 2% 10ml	0·34	—	—	
<b>Sno Drops (786 Macdonald) existing entry</b>				D
<b>Sno Drops (786 Macdonald)</b>				I
cotton wool balls				
white 50	0·60dz	—	0·07½	
100	1·05dz	—	0·12½	
coloured 50	0·70dz	—	0·09	
100	1·20dz	—	0·14	
<b>Snowfire (1038 R &amp; C)</b>				D
<b>Snowfire (1068 Roberts)</b>				I
<b>Snug (485 Fulford)</b>				I
<b>Snug (836 Mentholatum)</b>				I
<b>Solabra (167 Braun)</b>				
sunglasses				
children's				
671/2	0·40dz	—	0·05	
1476/7	0·64dz	—	0·08	
1478	0·80dz	—	0·10	
661	1·00dz	—	0·12½	
117/118	1·12dz	—	0·14	
119	1·20dz	—	0·15	
675	1·52dz	—	0·19	
clip on				
137; 138; 139; 140	1·84dz	—	0·23	
237; 238; 239; 240	2·40dz	—	0·30	
438; 439; 440	3·44dz	—	0·43	
ladies'				
191	1·76dz	—	0·22	
309	2·00dz	—	0·25	
124	2·24dz	—	0·28	
2310 M	2·40dz	—	0·30	
880; 921	2·80dz	—	0·35	
981	3·20dz	—	0·40	
980	4·00dz	—	0·50	
2481	5·20dz	—	0·65	
894; 1180B; 121SB	6·96dz	—	0·87	
2101; 210D	8·00dz	—	1·00	
8110	9·20dz	—	1·15	
916; 922	10·00dz	—	1·25	
3077	10·80dz	—	1·35	
379; 380	14·00dz	—	1·75	
men's				
546	1·44dz	—	0·18	
569	1·52dz	—	0·19	
2339M	2·56dz	—	0·32	
2521M	2·80dz	—	0·35	
1879	3·04dz	—	0·38	
163; 927; 879M	3·60dz	—	0·45	
3417	4·24dz	—	0·53	
990	4·80dz	—	0·60	
1301	5·20dz	—	0·65	
1275	6·40dz	—	0·80	
1301M	6·80dz	—	0·85	
895	6·96dz	—	0·87	
2106; 2107	7·20dz	—	0·90	
2200	7·60dz	—	0·95	
436	8·40dz	—	1·05	
753; 917; 920; 923;				
5033; 5427	10·00dz	—	1·25	
370	14·40dz	—	1·80	
ladies'/men's				
133	1·60dz	—	0·20	
956	1·84dz	—	0·23	
819; 65S	2·00dz	—	0·25	
276	2·48dz	—	0·31	
700; 3252M	2·80dz	—	0·35	
3004M	2·88dz	—	0·36	
928	3·60dz	—	0·45	
1630	4·40dz	—	0·55	
1265	6·40dz	—	0·80	
299	6·80dz	—	0·85	
2568; 2572	8·00dz	—	1·00	
7080	9·20dz	—	1·15	
915; 2076; 5031; 5248;				
7056	10·00dz	—	1·25	
teenage				
664	1·12dz	—	0·14	
<b>Sunglasses, polarised</b>				
ladies'				
809P	10·88dz	—	1·36	
862P	13·20dz	—	1·65	
2512P	14·00dz	—	1·75	
men's				
96P	12·88dz	—	1·61	
3106P; 2604P; 897P	14·00dz	—	1·75	
1436P	15·36dz	—	1·92	
365P	15·6dz	—	1·95	
1719P	19·60dz	—	2·45	
ladies'/men's				
785P	10·00dz	—	1·25	
786P; 826P	10·96dz	—	1·37	
2104P	11·20dz	—	1·40	
811P	12·00dz	—	1·50	
1265P; 1275P	12·80dz	—	1·60	
3107P	14·00dz	—	1·75	
19P	16·00dz	—	2·00	

		Trade £·p	Tax £·p	Retail £·p
<b>Soothene (727 Lane)</b>				
antiseptic cream 28g		1·10dz	0·40dz	0·18
<b>Sophistique (1157S) Delete</b>		existing	entry,	prices on
application to distributor.				
<b>Sopronol (1352 Wyeth)</b>				
<b>Southalls (1164 55L)</b>				
baby pants				
pastel softies		1·32Sdz	—	0·15
<b>Sovol (235 Carteret) existing entry</b>				
<b>Sovol (235 CW)</b>				
liquid 4oz		2·06dz	0·72dz	0·30
tablets 12		1·10dz	0·38dz	0·16
24		2·06dz	0·72dz	0·30
50		2·75dz	0·96dz	0·40
<b>Spaneph (1153 SKF) †51</b>				
Spansule capsules 30		0·62	—	0·93
250		4·78	—	7·17
<b>Spasmocarbene (1336 WJ &amp; C)</b>				
granules		0·48	0·18	0·90
<b>Spectraban (1191 Stiefel)</b>				
sun screen 60ml		0·47	0·17	0·88
<b>Spray Net (597 HCL)</b>				
(distributors 430 Eucryl)				
dial standard		1·83dz	1·01dz	0·28½
<b>Sta-blond (1113 S &amp; B)</b>				
shampoo bottle 80cc		1·55dz	0·52dz	0·22
<b>Stal-Kosal (1336 WJ &amp; C)</b>				
<b>Stecsolin (1176 Squibb)</b>				
tablets 500		—	—	—
<b>Steedmans (1113 S &amp; B)</b>				
soothing powders (9)		0·99dz	0·33dz	0·14
teething jelly		1·34dz	0·45dz	0·19
<b>Stelabid (1153 SKF) †s4B</b>				
tablets 30		0·62	—	0·93
250		4·87	—	7·31
<b>Steladex (1153 SKF) †s4B</b>				
Spansule capsules 30		0·72	—	1·08
250		5·69	—	8·54
<b>Stelazine (1153 SKF) †s4B</b>				
ampoules 1mg/ml 12		0·92	—	1·38
Spansule capsules 2mg 30		0·54	—	0·81
250		4·31	—	6·47
10mg 100		2·32	—	3·48
15mg 100		3·49	—	5·24
syrup 200ml		0·41	—	0·62
tablets 1mg 100		0·84	—	1·26
1000		7·48	—	11·22
5mg 100		1·17	—	1·76
1000		10·47	—	15·71
<b>Steradent (1037 Reckitt)</b>				
powder				
small		0·85dz	0·29dz	0·12
medium		1·30dz	0·432dz	0·18
economy		1·88dz	0·629dz	0·26½
tablets 17		0·93dz	0·315dz	0·13
26		1·30dz	0·432dz	0·18
<b>Sterafix (1037 Reckitt)</b>				
small		1·26dz	—	0·14
large		1·98dz	—	0·22
<b>Stergene (382 Domestos)</b>				
		2·428	—	0·15½
		(1½ dz)		
<b>Stericlenz (292 CLM)</b>				
contact lens				
solution ½ oz		0·14	—	0·17
<b>Sterifresh (292 CLM)</b>		0·22	—	0·30
<b>Steriplain (292 CLM)</b>		0·22	—	0·30
<b>Sterisoak (292 CLM)</b>				
contact lens				
solution 1oz		0·14	—	0·17
<b>Stypven (208 BW)</b>		1ml	0·60	0·90
		5ml	1·35	2·03
<b>Sublamin (409 EH)</b>				
lotion		1·14dz	0·41dz	0·20
	80oz	—	—	—
<b>Sucron (67 Ashe)</b>				
mini lumps 200		1·04dz	—	0·13
650		2·78dz	—	0·35
<b>Sugaree (137S SACL)</b>				
Demerara		4·80	—	0·12½
		(4dz)		
white granulated		5·75	—	0·15
		(4dz)		
coffee crystals		3·85	—	0·10
		(4dz)		
<b>Sulfex (1153 SKF) †s4B</b>				
nasal drops 25ml		0·17	—	0·26
	200ml	0·97	—	1·46
<b>Sulphamezathine (649 ICI) †s4B</b>				
oral suspension				
	150ml	0·24	—	0·36
	11	0·98	—	1·47
powder 100g		0·50	—	0·75
500g		2·06	—	3·09
tablets 100		0·35	—	0·53
500		1·10	—	1·65
1000		2·15	—	3·23
5000		10·45	—	15·73
ampoules 1g/3ml 25		2·10	—	3·15
3g/9ml 10		—	—	—
<b>Sultrin (922 Ortho)</b>				
tablets with applicator				
†s4B 20		0·50	—	0·75
triple sulfa cream †				
with applicator		0·60	—	0·90
tube only		0·48	—	0·72
<b>Sunarama (1169 SOL) existing entry</b>				
<b>Sunarama (1196 5L)</b>				
stockings micromesh				
Budget		1·10dz	0·15dz	0·15
Close-ups		1·72dz	0·23dz	0·25



	Trade £·p	Tax £·p	Retail £·p
Size	1·32dz	0·18dz	0·19
ring tights			
T.1.	2·02dz	0·28dz	0·29
T.2.	2·72dz	0·38dz	0·39
T.3.	3·08dz	0·42dz	0·45
T.6.	1·85dz	0·25dz	0·25
ven (851 MHP)	1·75dz	0·64dz	0·26½
50	5·95dz	2·18dz	0·90½
200			
bisk (535 Granose)			
1·28dz	—	—	0·13
1·73dz	—	—	0·18
k (412 Elida)			
bottle	1·225dz	0·45dz	0·17½
magnum	1·83dz	0·67dz	0·26½
spray	1·88dz	1·035dz	0·30
standard	2·545dz	1·40dz	0·41
large	3·84dz	2·11dz	0·62
economy			
soft (1038 R & C)			
120g	1·915dz	1·055dz	0·30
160g	2·295dz	1·26dz	0·36
240g	3·05dz	1·69dz	0·48
380g	4·08g	2·25dz	0·64
um			
positories Midy (1336 WJ & C)	0·33	0·12	0·62
ort (930 P & B) †54B			
oules 1ml	2·90	—	—
6	—	—	—
5ml	1·50	—	—
na (1282 VB)			
icated cigarettes			
20	1·20dz	0·44dz	0·18
10 & 50	—	—	—
(509 Gibbs)			
perspirant aerosol			
dy size	2·28dz	1·255dz	0·36
large	2·915dz	1·605dz	0·46
Shield (549 Guest)			
illes			
leine linctus †DDI	1·02dz	—	0·13
e's & chlorodyne			
DDI	0·89dz	—	0·11
anthol et eucalyptol			
P.C. †DDI	0·89dz	—	0·11
olcodine	1·02dz	—	0·13
ic tablets	0·75dz	0·27dz	0·12½
rdia (972 Pharmax)†			
oules 6	5·25dz	—	0·58½
c (972 Pharmax)†57			
ets 2·6mg	5·25dz	—	0·58½
30	40·40dz	—	4·49
250	6·55dz	—	0·73
30	50·05dz	—	5·56
250			
Lake (893 Nicholas)			
n cubes (6)	1·10dz	0·58dz	0·18
tex (751 LL)			
1oz	1·53dz	—	0·17
4oz	1·71dz	—	0·19
1 lb	4·95dz	—	0·55
100	0·63dz	—	0·07
200	0·99dz	—	0·11
3·53dz	—	—	0·39
kit			
t Sue (1412 Jackel)			
fumed talc pad	1·62dz	0·89dz	0·28
c mitt	1·92dz	1·055dz	0·33
-Cup (535 Granose)			
ee substitute			
1½oz	1·93dz	—	0·20½
2loz	1·65	—	2·06
69 LH)			
am			
sun (1419 Intec)	120g	0·25	—
ets 24	3·76dz	—	0·47
avit (1074 Roche)			
oules 10mg/ml	10	0·40	—
6	—	—	0·60
0mg/2ml	10	0·97	—
6	—	—	1·46
ex (1584 Syntex)			
ural beauty			
y cream	24g	0·37	0·205
48g	0·65	0·36	1·40
p cleanser	85cc	0·35	0·195
ht cream	48g	0·65	0·36
n fresher	85cc	0·35	0·195
ometrine (1098 Sandoz) †54B			
oules 1ml	6	0·25	—
100	3·25	—	0·38
3·25	—	—	4·88
opressin (1098 Sandoz) †54B			
ay	0·71	—	1·07
p Pertussis (1336 WJ & C) †54B			
100ml	0·15	0·06	0·29
500ml	0·45	0·16	0·84
ax (208 BW)†	25	0·08	0·03
100	0·20	0·07	0·37
oid (208 BW)			
irin 300mg	25	0·04	0·01
100	0·10	0·04	0·07
ara sagrada 125mg			
25	0·04	0·01	0·07
100	0·10	0·04	0·19
300mg			
25	0·06	0·02	0·11
100	0·20	0·07	0·37
enacetin compound 25	0·06	0·02	0·11
100	0·14	0·05	0·26
edrine hyd.† 30mg			
25	0·08	—	0·12
100	0·20	—	0·30
500	0·90	—	1·35
60mg	100	0·36	—
0·54			

	Trade £·p	Tax £·p	Retail £·p
Tacitin (262 CIBA)			
tablets 10mg	100	1·32	—
Taka-Diastase (938 PD)			
tablets pepsin			
compound	100	0·34	0·13
Tame (1242 Toni) existing entry			
Tame (1242 Toni)			
creme rinse	sachet	0·32dz	0·17dz
60g	1·37dz	0·755dz	0·22
112g	2·05dz	1·13dz	0·33
Tanconin (810 Maw) existing entry			
Tanconin (810 Maw) †DDI			
children's linctus	100cc	1·50dz	—
2l	1·60	—	—
Tannafax (208 BW) 17·5g			
Tarband (1127 Seton)			
(distributors 93 BJ)			
zinc paste and coal tar			
bandage	2·04dz	—	0·25
Tardak (1584 Syntex) †54B VPO			
suspension (vet.)	10ml	2·55	—
Tardrox (228 Carlton)			
cream	30g	0·14	—
Target (105 BTD)			
men's deodorant	2·06dz	1·135dz	0·32
Tarsolve (204 Bunar)			
tar remover			
T.C.P. (1552 UL)			
antiseptic	2oz	0·9176dz	0·34dz
4oz	1·3412dz	0·49dz	0·19
8oz	1·9059dz	0·70dz	0·27
1oz	0·9176dz	0·34dz	0·13
1·4118dz	0·525dz	0·20	0·15
ointment			
throat pastilles			
Teak (1131 Shulton)			
after shave	6000	—	1·42
Cologne	601l	—	1·08
6010	—	—	1·59
deodorant aerosol			
6047	—	—	0·96
mini Teak	035l	—	0·38
soap I	603l	—	0·47
talcum	602l	—	0·78
Tegrin (1178 Stafford) Southern area only			
shampoo	2·50dz	0·915dz	0·37½
Tender Touch (672 Johnson)			
wool rolls economy	2·105dz	—	0·24
Tensilon (1074 Roche)			
ampoules 10mg/ml	10	0·55	—
6	—	—	0·83
Terpalin (901 Norton)†			
(distributors 1545 Vestric)			
500ml	0·72	—	—
2l	3·00	—	—
Tetmosol (649 ICI)			
soap 5% tablets	0·70dz	—	0·09
Tetralysal (227 Erba) T5			
capsules 150mg	16	0·33	—
100	1·95	—	0·50
1000	17·50	—	25·25
Theonar (824 MCP)			
tablets	50	1·32	—
Theophylline Bruneau (1336 WJ & C)			
suppositories adult	12	0·51	0·19
infants	6	0·34	0·12
with butobarb †54A			
12	0·51	0·19	0·95
6	0·34	0·12	0·63
infants			
Thermos (1226 Thermos)			
vacuum flasks	25	—	0·57
25Q	—	—	0·99
25½	—	—	0·52
2525	—	—	0·85
26	—	—	0·49
105; 106; 226; 246	—	—	—
25½; 26	—	—	0·08
71Q	—	—	1·32
71Q	—	—	1·69
jug stoppers adjustable			
71	—	—	0·13
71Q	—	—	0·15
neck rings	26	—	0·03
Thicken Hair (1412 Jackel)			
2·70	1·485	—	0·18
(2½dz)	(2½dz)	—	—
Thiodacaine Midy (1336 WJ & C)			
ampoules 20ml	4	0·97	0·36
Thioderazine Midy (1336 WJ & C)			
ampoules with B1			
Sml x 6	0·65	0·24	1·21
Sml x 5	0·91	0·34	1·70
50cc	0·54	0·20	1·02
drops			
perlingual tablets			
Thompson's (992 P & C)			
slippery elm food			
malted or unmalted	6oz	1·70dz	—
Thromboral (810 Maw)			
vials	12	3·00	—
Tidman's (1235 Tidman)			
sea salt bath			
1·64dz	0·60dz	0·23	—
2·65dz	0·97dz	0·37½	—
6·30dz	2·31dz	0·89	—
1·88	0·69	3·03½	—
3·36	1·23	5·33½	—
1·73dz	—	0·19	—
1·73dz	—	0·19	—
table sea salt			
14lb			
56lb			
1cwt			
table sea salt			
Mediterranean			
1½lb			
Tigress (446 FI)			
Cologne spray	1785	0·48	0·265
1·05			

	Trade £·p	Tax £·p	Retail £·p
Tineafax (208 BW)			
ointment	25g	0·10	0·04
Tintona (1282 VB)			
hair dyes	1·10dz	0·605dz	0·20
Tolnate (1153 SKF) †54B			
ampoules 2ml	12	0·81	—
Spansule capsules 60mg			
30	0·57	—	0·86
250	4·50	—	6·75
50	0·49	—	0·74
500	4·43	—	6·65
tablets 40mg			
Topgrade (126 Biocos)			
chocolate bars			
drink	145g	0·15	—
0·36	—	—	0·20
Topilar (1584 Syntex) TS			
ointment	15g	0·30	—
30g	0·585	—	0·45
100g	1·50	—	0·87½
500g	6·25	—	2·25
Topina (337 Curtis) existing entry			
Topina (337 Curtis)			
pine essence	110cc	1·20dz	0·66dz
220cc	1·80dz	0·99dz	0·40
550cc	4·00dz	2·20dz	0·70
1100cc	7·60dz	4·18dz	1·30
2200cc	1·20	0·66	2·50
4500cc	2·00	1·10	4·25
Topnote (1157S) Delete existing entry, prices on appli-			
cation to distributor.			
Toptan (1157S) Delete existing entry, prices on application			
to distributor.			
Torecan (1098 Sandoz) †54B			
tablets	25	0·20	—
250	1·63	—	0·30
1000	11·08	—	16·62
Totomycin (147 Boots) T5			
tablets 250mg	100	1·15	—
1000	11·08	—	16·62
Tramil (655 ICC)			
tablets			
1·61dz	—	—	0·18
Tranazine (208 BW)			
tablets 0·2 mg	10	0·10	—
0·15	—	—	—
Tremovax (208 BW)			
vaccine (vet.)	50ml	—	—
Tricalcine (1336 WJ & C)			
Tried & True (813 MF)			
soft hair spray			
Trim Tabs (903 NPU)			
slimming kit	18·00	—	0·75
(3dz)			
Trinitrine Cafeinee (1336 WJ & C)†7			
pills	60	0·21	0·08
Trinitrine Papaverine (1336 WJ & C)sl			
pills	60	0·34	0·12
0·64	—	—	—
Trufood (1249 Trufood)			
MCT (I)	454g	9·45dz	—
MCT oil	1l	35·50dz	—
1·05	—	—	3·95
Trugel (893 Nicholas)			
hair dressing	tube	1·435dz	0·73dz
economy size		2·29dz	1·17dz
0·37	—	—	—
Trust (103 Beecham)			
dog or cat tablets			
1·635	0·36	—	0·03½
(6 dz)	(6 dz)	—	—
Tuamine sulphate (413 Lilly)			
Tubelette (800 TM)			
Tugon (96 BA)			
ant killer			
old pack	1·44dz	—	0·18
—	—	—	—
Tulle Gras Lumiere (1336 WJ & C)			
compress 10x10cm	10	0·45	—
0·68	—	—	—
Tussifans (901 Norton) †			
(distributors 1545 Vestric)			
500ml	0·38	—	—
2l	1·32	—	—
Twice as Lasting (525 Golden)			
hair style retaining lotion			
No. 1 or 2	large	2·34dz	1·285dz
for greasy hair	large	2·54dz	1·395dz
0·39	—	—	0·42
Twink (412 Elida)			
Curler tweeny			
end curl			
1·25dz	0·69dz	0·21	—
1·98dz	1·090dz	0·33	—
full head	2·92dz	1·605dz	0·49
Roller tweeny			
standard			
1·25dz	0·69dz	0·21	—
1·98dz	1·090dz	0·33	—
Tyrimide (1153 SKF)			
tablets 5mg	30	0·38	—
250	2·81	—	0·57
4·22	—	—	—
Tyroderm (837 MSD)			</



		Trade £·p	Tax £·p	Retail £·p
best buy minor	VBBH	—	—	0.45
standard	VBB	—	—	0.47
major	VBBB	—	—	0.75
family	VBBQ	—	—	0.80
tea flask				
standard	TF2	—	—	0.62
family	TFQ	—	—	0.97
refills				
master minor	RM	—	—	0.30
master and tea flask				
standard	RS	—	—	0.30
major	RG	—	—	0.50
family	RF	—	—	0.50
cups and lids				
VBBH & VM5H		—	—	0.07
16oz, 27oz & 36oz				
except VLP		—	—	0.09
VLP		—	—	0.07
stoppers 8oz & 16oz		—	—	0.07
27oz & 36oz		—	—	0.09
jar	JS	—	—	2.53
refill	JR	—	—	1.43
jug tea/coffee	QJ	—	—	1.34
Vacromist (331 C of C)		2.40	0.804dz	0.35
vapour spray				
Valet (514 Gillette)		1.36	0.49	0.25
blades	10	(10 pkts)	(10 pkts)	
Valium (1074 Roche)	†S4B	0.92	—	1.38
ampoules 10mg/2ml	10	—	—	
6				
Valor (1269 VI)				
exercisers		—	—	1.85
Twist 'n Slim		—	—	9.95
Rotagym				
health lamps				
Baroness infra-red/		—	—	14.99
ultra violet		—	—	18.99
with timer		—	—	7.50
Queen infra-red		—	—	13.50
infra-red/ultra violet				
massagers				
Trim-U-Fit		—	—	33.90
de luxe		—	—	39.90
Vamoose (67 Ashe) existing entry				
Vamoose (67 Ashe)				
aerosol	2.30dz	—	0.25	
dog powder	0.83dz	—	0.10	
	1.46dz	—	0.17	
	0.83dz	—	0.10	
	1.46dz	—	0.17	
pet powder	0.97dz	0.355dz	0.15	
Va-Pine (810 Maw)				
Vapona (67 Ashe)				
Vapona (1155 S & N) existing entry				
Vapona (1155 S & N)				
fly killer strip	7.50dz	—	0.85	
moth killer strip	2.64dz	—	0.30	
Vaporole (208 BW)				
Vaseline (256 CPL)				
hair cream	70g	1.095dz	0.56dz	0.17
	149g	1.61dz	0.92dz	0.25
tonic	49g	1.415dz	0.72dz	0.22
	99g	2.25dz	1.14dz	0.35
petroleum jelly				
yellow	tin	0.57dz	0.195dz	0.08
	No. 1	0.86dz	0.29dz	0.12
	No. 2	1.43dz	0.48dz	0.20
white	tin	0.64dz	0.215dz	0.09
	No. 1	0.925dz	0.315dz	0.13
	No. 2	1.57dz	0.53dz	0.22
nursery	2.78dz	0.94dz	0.39	
economy	4.64dz	1.58dz	0.65	
sachets	0.85	0.29	0.04	
	(3dz)	(3dz)		
bottle	35g	0.925dz	0.315dz	0.13
	70g	1.36dz	0.46dz	0.19
	120g	2.07dz	0.70dz	0.29
soapless	1.07	0.36	0.05	
	(3dz)	(3dz)		
Vasocort (1153 SKF) T5				
spray	15ml	0.21	—	0.32
V-Cil-K (413 Lilly) T5				
syrup				
125mg/5ml	60ml	0.20	—	0.30
	100ml	0.30	—	0.45
250mg/5ml	100ml	0.55	—	0.83
tablets				
250mg	100	0.92	—	1.38
	500	4.35	—	6.53
	1000	8.26	—	12.39
Veganin (1310 WW) †DDI				
tablets	20	1.28dz	0.47dz	0.19
	50	2.46dz	0.90	0.36
Vegetex (851 MHP)				
tablets	160	4.50dz	1.65dz	0.68½
Veldt (1297 WD)				
Veldt (1169 BG5)				
cold cream	0.09	0.05	0.18	
Veno's (104 BP)				
cough mixture	1.45dz	0.535dz	0.20	
	2.245dz	0.825dz	0.31	
	1.45dz	0.535dz	0.20	
with honey & lemon				
Ventolin (34 A & H) †S4B				
syrup	150ml	0.43	—	—
Veripaque (1599 Winthrop)				
powder 3g	6	0.68	—	—
Vetaplasma Langlebert (1336 VI & C)				
Vetiver (1469 PC)				
after shave	3129	—	—	1.89
atomiser	3125	—	—	1.61
deodorant aerosol				

		Trade £·p	Tax £·p	Retail £·p
eau de Vetiver	3526	—	—	0.99
	3728	—	—	1.76
	3729	—	—	2.76
	3730	—	—	4.50
atomiser	3025	—	—	1.94
talcum	4311	—	—	0.94
Vibra (721 LC)				
tonic bath	1.11dz	0.61dz	0.18	
Vibrona (400 JD & B) existing entry				
Vibrona (400 J D & B)				
tonic wine	13oz	4.825dz	—	0.50
	26oz	9.05dz	—	0.92½
Vichy-Celestins (151½ 5A)				
splits	2.20	0.49	0.14	
	(2dz)	(2dz)		
half bottles	3.07	0.68	0.19½	
	(2dz)	(2dz)		
bottles	2.24dz	0.50dz	0.28½	
Vichy-Grand-Grille (1519 5A)				
bottles	2.24dz	0.50dz	0.28½	
Vichy Hopital (1519 5A)				
bottles	2.24dz	0.50dz	0.28½	
Vick (1055 RM) existing entry				
Vick (1055 RM)				
cough drops	40pkts	1.185	0.43	0.05
formula 44				
linctus †DDI	2oz	2.25dz	—	0.25
	4oz	3.60dz	—	0.40
discs	1.62dz	—	0.18	
inhaler	1.20dz	0.44dz	0.17	
lip wick	1.21dz	0.44dz	0.17	
steam inhalation unit	0.375	—	0.49½	
vapour rub	1oz	1.415dz	0.515dz	0.20
	2oz	2.475dz	0.905dz	0.35
vit C cough syrup				
small	1.13dz	0.415dz	0.16	
large	1.975dz	0.725dz	0.28	
Vigel (1280 Vigel)				
tablets	20	0.165	0.06	0.29½
	40	0.30	0.11	0.53
	120	0.845	0.31	1.48
Vines (1282 VB) existing entry				
Vines (1282 VB)				
anti-scurf hair dressing	2.10dz	1.155dz	0.35	
bay rum	1.20dz	0.66dz	0.20	
brilliantines	1.20dz	0.66dz	0.20	
scurf lotion	1.60dz	0.88dz	0.25	
spice after shave	1.80dz	0.99dz	0.30	
super lacquer aerosols				
red label	2.40dz	1.32dz	0.45	
yellow label	2.70dz	1.485dz	0.50	
wig cleaner	2.00dz	—	0.25	
Vitapointe (1530 Fisons)				
foam-set	3.30dz	1.82dz	0.52½	
Vitasac (1335 Wigglesworth)				
1 lb	3.00dz	—	0.37	
Vittel Grande (1519 5A)				
half bottles	3.07	0.68	0.19½	
	(2dz)	(2dz)		
bottles	2.24dz	0.50dz	0.28½	
Vittel Hepar (1519 5A)				
bottles	2.24dz	0.50dz	0.28½	
Vosene (105 BTD)				
shampoo liquid sachet	0.24dz	0.09dz	0.03½	
standard	1.07dz	0.395dz	0.15	
	1.995dz	0.735dz	0.28	
cream sachet	0.24dz	0.09dz	0.03½	
Vosol (369 DL)				
Vykmin (1113 S & B)				
capsules	2.61dz	—	0.29	
	4.86dz	—	0.54	
	8.82dz	—	0.98	
Wade's (1295 Wade)				
salve	15g	0.10	0.03	0.17
	45g	0.21	0.07	0.39
vaccination pads	0.25dz	—	0.03½	
Wate-on (366 Dendron)				
emulsion regular	16oz	8.34dz	—	0.99
tablets regular	96	8.34dz	—	0.99
Wax-a-Way (430 Eucryl)				
complete	2.64dz	1.45dz	0.51½	
refill	1.60dz	0.88dz	0.30½	
Wella (1318 Wella)				
hair spray for greasy hair				
	148g	0.24	0.13	0.49
balsam	—	—	—	
glanz	—	—	—	
hair spray	75g	0.18	0.10	0.37
	150g	0.28	0.155	0.57
	250g	0.38	0.21	0.78
	320g	0.43	0.235	0.89
	450g	0.58	0.32	1.19
old packs	—	—	—	
Color Set	0.99dz	0.545dz	0.17	
shampoo lemon, herbal,				
medic, satin foundation				
sachet	0.65	0.24	0.05	
	(2 dz)	(2 dz)		
bottle	1.42dz	0.52dz	0.22	
Wellcome (208 BW)				
diphtheria antitoxin				
	2000	0.24	—	0.36
	10,000	0.64	—	0.96
	20,000	1.24	—	1.86
	40,000	2.36	—	3.54
	60,000	3.34	—	5.01
gas-gangrene antitoxin				
mixed ampoule	2.80	—	4.20	
ergometrine maleate †S4B				
injection 0.5mg/ml	5	0.18	—	0.27
	100	3.52	—	5.28

		Trade £·p	Tax £·p	Retail £·p
tetanus antitoxin				
1,500iu/ml	1	0.12	—	0.18
10,000iu	2ml	0.52	—	0.78
Welsh's (1496 Welsh)				
Pinkgle hand & body				
lotion	2.34dz	1.29dz	0.40	
Wernets, Dr. (1178 Stafford)				
denture powder	18g	1.18dz	—	0.14
	49g	1.93dz	—	0.23
	100g	3.19dz	—	0.38
White Fire (545 Grossmith)				
bath cubes (6)	605	1.93dz	1.03dz	0.33
bath dusting powder	606	4.07dz	2.18dz	0.70
beauty soap (3)	604	2.97dz	1.06dz	0.46
bubble bath oil	610	2.75dz	0.98dz	0.43
Cologne stick	615	2.09dz	1.12dz	0.36
cream perfume	616	3.52dz	1.89dz	0.60
deodorant roll-on	619	2.04dz	1.09dz	0.35
eau de toilette	603	3.08dz	1.65dz	0.52
hand lotion	612	2.09dz	1.12dz	0.36
perfume 3cc	600	2.48dz	1.33dz	0.42
	601	4.74dz	2.54dz	0.80
	602	9.00dz	4.82dz	1.50
talcum	608	2.25dz	1.21dz	0.39
Wiberg (994 P & M)				
pine essence	8801	1.98dz	1.09dz	0.33
	8802	3.30dz	1.815dz	0.56
	8803	5.40dz	2.97dz	0.90
	8804	10.80dz	5.94dz	1.80
	8805	20.40dz	11.22dz	3.40
	8806	34.80dz	19.14dz	5.80
Wild Fern (1355 Yardley)				
talcum		0.167	0.09	0.34½
Williams (255 Chembro)				
Aqua Velva				
after-shave	80cc	1.78dz	0.98dz	0.29
	142cc	3.04dz	1.67dz	0.49
Lectric Shave	30cc	1.42dz	0.78dz	0.23
	80cc	2.80dz	1.54dz	0.45
glide-on	83cc	2.80dz	1.54dz	0.45
shaving stick		2.34dz	0.86dz	0.33
refill		0.94dz	0.34dz	0.13
Ice Blue				
Aqua Cologne	55cc	2.80dz	1.54dz	0.45
	110cc	4.64dz	2.55dz	0.75
Aqua Velva				
after-shave	55cc	2.41dz	1.33dz	0.39
	110c	4.02dz	2.21dz	0.65
deodorant aerosol	129g	3.72dz	2.05dz	0.60
electric shave	55cc	2.41dz	1.33dz	0.39
	110cc	4.02dz	2.21dz	0.65
shave cream lather	60g	1.69dz	0.62dz	0.25
brushless Esquire	65g	1.69dz	0.62dz	0.25
talcum powder	90g	2.80dz	1.54dz	0.45
Windsor (1070 Windsor) existing entry				
Windsor (1070 Windsor)				
Pink Piccolo talc	1088	0.95dz	0.51dz	0.17
soap lemons 4	N41	2.51dz	0.90dz	0.40
Wintogeno (800 TM)				
Wintogeno (312 AC)				
Witch Stik (128 Biometica)				
solid witch hazel		1.35dz	0.48dz	0.19½
Woltz Italiana (128 Biometica)				
make-up fluid	small	2.17dz	1.16dz	0.39



## THIS WEEK'S CHANGES

[illegible]



# INTER-ALIA

## GENERIC

## Products

... now presented to you under our own brand names. These tablets are guaranteed to be manufactured in our own Works and Laboratories under the strict supervision of qualified staff with full analytical control ...

		Per 250	Per 500	Per 1000
<b>IA-BUT</b> .....	100 mg. . . . .	£0.30	£0.58	£1.11
(Phenylbutazone B.P.)	200 mg. . . . .	£0.40	£0.78	£1.51
<b>IA-LOXIN</b> .....	250 mg. . . . .	£1.49	£2.87	£5.63
(Oxytetracycline B.P.)				
<b>IA-PEN</b> .....	125 mg. . . . .	£0.95	£1.80	£3.50
(Penicillin V. B.P.)	250 mg. . . . .	£1.83	£3.55	£7.00
<b>IA-PRAM</b> .....	25 mg. . . . .	£0.77	£1.44	£2.77
(Imipramine B.P.)				
<b>IN-SONE</b> .....	1 mg. . . . .	£0.20	£0.35	£0.67
(Prednisone B.P.)	5 mg. . . . .	£0.58	£1.13	£2.22
<b>DEMOCRACIN</b> .....	250 mg. . . . .	£1.95	£3.80	£7.50
(Tetracycline B.P.)				



## INTER-ALIA PHARMACEUTICAL SERVICES LTD.

(Incorporating Roberts & Co. of Bond St., W.1.)

**RAPHAEL HOUSE, 226 HIGH STREET NORTH, LONDON, E.6.**

Phone: 01-552 4344 Cables: Intalpharm London E6 Telex: 261553

Works and Laboratories:

Grangestone Industrial Estate, Girvan, Ayrshire.

Phone: Girvan 3471/2 Telex: 778683



# f living rooms this Summer.

This crab is the star of our new television campaign.  
(He's also the villain.)

We'll show how clearly he can be seen through Polaroid sunglasses. And how he can barely be seen through regular sunglasses.

It's so convincing that we're spending more than ever to show it on television. (33% more than last year.)

As well as supporting it with a campaign in the Daily Express.

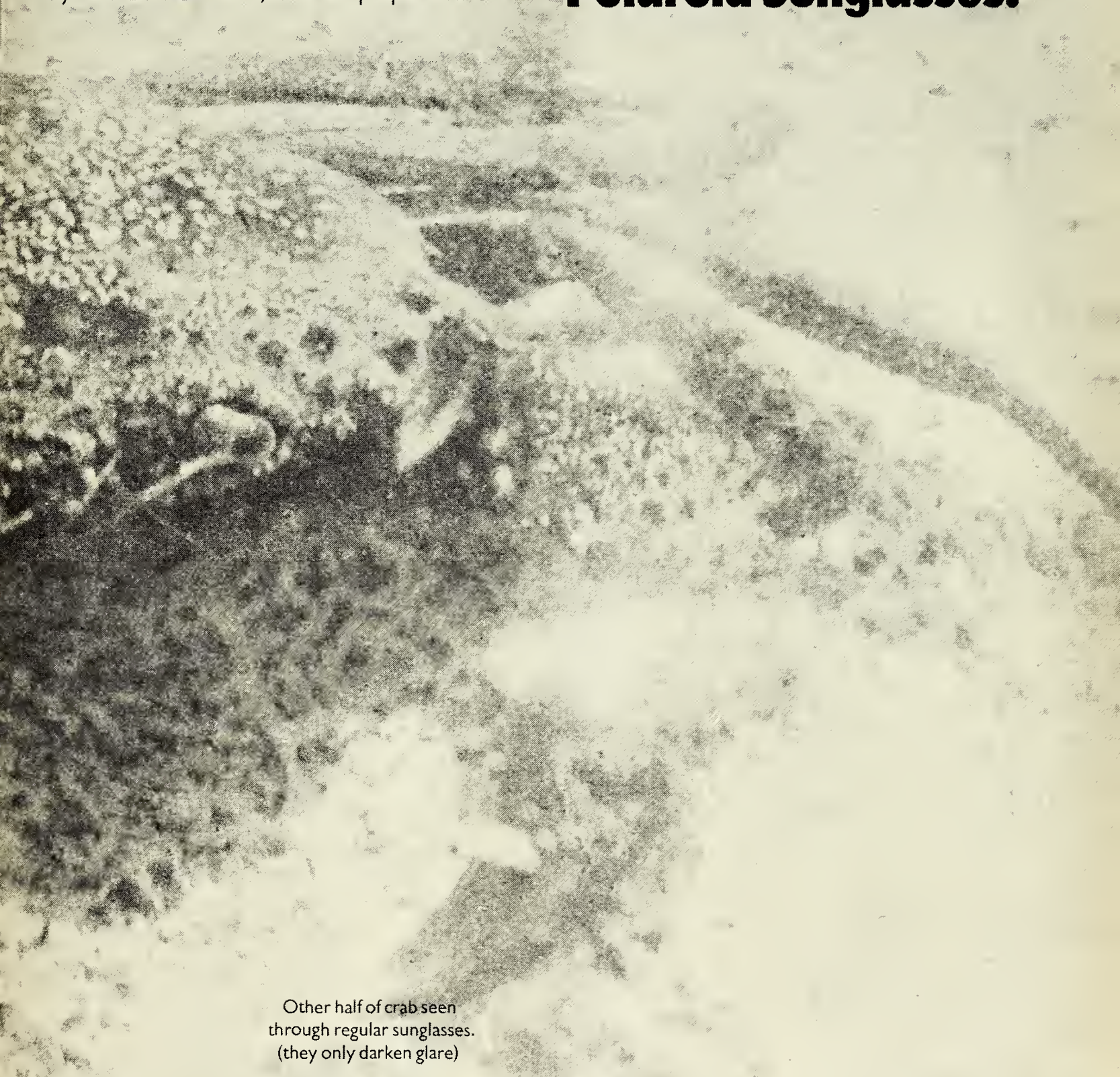
By the end of the summer, millions of people will know

that Polaroid sunglasses can eliminate up to 99% of reflected glare.

They'll know that they're shatter and scratch resistant. And that they're more beautiful than ever. (This year we'll be killing glare with seventeen new sunglass models. Many with see-through lenses in grey and tan.)

People will also know that if they're looking for a crab, the easiest way to find him is with Polaroid sunglasses.

## Polaroid Sunglasses.



Other half of crab seen  
through regular sunglasses.  
(they only darken glare)



## Mallory mean to continue as they began.



**1946**

In 1946 we pioneered the miniature power cell.

This development made the miniature hearing aid possible.

We could have left it at that. But we didn't.

Throughout the years our Research & Development teams worked hard on improving



**1971**

Duracell. The result was, it not only became better but also smaller.

Today, thanks to this continued hard work, Mallory Duracell is still the acknowledged leader.

With a reputation for unrivalled experience, first class service and product superiority.

Again, we could leave it at that. But we won't.

Because, as we said before, we mean to continue as we began—the leaders.

MALLORY BATTERIES LIMITED, Gatwick Road, Crawley, Sussex.

**MALLORY DURACELL®**





# COMMENT

## Noel Hall hopes dashed

The Noel Hall recommendations have now received the recognition of having been priced — and the result is discouraging, to say the least. With its usual parsimony, the Department of Health and Social Security has put forward an over-simplified structure as part of a more complex negotiation so that too little is spread too thinly.

Pre-registration students will get no increase at all over and above the 8 per cent agreed on current rates. The pharmacist grade covers the range of the present pharmacist and most of the senior grade—although the present top senior salary will go above the proposed grade.

The Noel Hall staff pharmacist grade starts with the present chief pharmacist category I and deputy IV and ends with the chief pharmacist category IV — the grades in which most pharmacists are currently employed. It has been estimated that some 600 pharmacists, most “chiefs,” will vanish into the new “staff” grade. A system will therefore have to be very carefully worked out to compensate for situations in which a chief pharmacist finds himself in the same grade as his deputy.

The principal pharmacist grade will absorb present category V chiefs and will, if the grade is properly applied, provide a worthwhile career for a number of pharmacists. But to most larger hospital group pharmacists the area pharmacist grade has little to offer in the way of a starting salary — certainly not enough to encourage the right pharmacist to move house for the sake of the post.

Better placed is the regional pharmacist, with a starting salary of £4,250 rising to £4,850. Whether this is enough remains to be seen. We hope that regional boards are wise enough to appoint men and women who have had sufficient experience in hospital pharmacy to lift the status of the service and to deal with problems which will come from the proposed health service reorganisation. This, above all else, should justify a higher personal status and salary.

Altogether the Department has not really matched the Noel Hall Committee's attempt to provide an entirely satisfactory salaried service for hospital pharmacists. The approach seem to have been an attempt to contain the total “wage bill” rather than collaborating in building a career structure for hospital pharmacists that Noel Hall demonstrated was so necessary.

## At the grass roots

The day of the pharmacist thinking in terms of 33½ or 27½ per cent margins is vanishing and he must act in a more aggressive commercial manner if he is to carry on a successful business. That was the message “written large” at the Ulster Chemists Conference last weekend (p 643).

It was underlined by Mr K. Rutter, chairman, National Pharmaceutical Union, and Mr D. N. Sharpe, a director of NPUM. Both described in detail the methods that they had found successful in their own pharmacies.

Mr Sharpe unashamedly acknowledged that he was becoming a “short line chemist” so far as toiletry, cosmetic products and sundries were concerned. He resolutely rejects products that do not achieve a satisfactory

stockturn, buying “special offers” from manufacturers and ensuring that he is not being undercut by his multiple competitors or supermarkets.

He surprised most of his audience when he declared that he cut the price of some 50-70 toiletry or cosmetic sundry items at any one time. In that way his turnover had doubled in two years, and what was even more important, his margin on retail prices is being maintained.

Mr Rutter's approach was similar. He, again, purchased only when manufacturers were making special offers and if he had not estimated his requirements accurately and had become out of stock, he remained out of stock until the representative came with another offer.

It was evident that satisfactory returns are available to those who are sufficiently aggressive and discriminating in business. As Mr Rutter succinctly put it, “specialise in the products you know and diversify as much as you dare.”

## No monopoly in problems

The profession of pharmacy has its problems in every country but those pharmacists who heard Mr J. Hanson speak at Malvern on Sunday (page 646) on the development of pharmacy in Pakistan realised how much more difficult it must be for their confrères to practise in that country.

Even in the much richer Republic of South Africa a large part of the retail pharmacist's time and effort is taken up in pricing and checking prescriptions for the many “medical schemes.” As in the UK, many lines previously bought from the pharmacy are being sold increasingly through other channels according to Mr R. S. Summers who read another paper. He pointed out that South African pharmacists are used as a launching-pad for new products. Issued as a so called “chemist-only” line the product often gets widespread distribution and consumer acceptance (on the tacit recommendation of the pharmacist). Once it has become accepted the line is thrown on to the open market — a pattern familiar to pharmacists in the UK.

Many pharmacies in the Republic stock all kinds of general goods not normally associated to pharmacy and turnover in such goods is estimated at R45m (£25.6m).

The pharmacists have told the Government that they are not willing to give up their general dealer licence and forgo the profit on such turnover in exchange for a “canalisation” of medicines through pharmacies.

This contrasts with the situation in the UK where the only method of preventing a medicine from being distributed in any kind of shop depends on convincing the compilers of the general sale list that it is toxic.

Messrs Allison & Jones' paper on NHS remuneration — in which the authors produced a wealth of statistics — has done a good service to pharmacy. During the discussion on an earlier paper by Mr Maddock it was said that pharmacy lacked statistics to put to local authorities to prove the viability or otherwise of a pharmacy in any given area.

That and succeeding work promised by Allison & Jones should be a step in the direction of filling that information gap.



# LETTERS

## Backdoor publicity

We, as two London candidates in the Pharmaceutical Society Council elections, protest at the publicity given to a Council candidate, Mr Blum, during the period of the election. At the time of writing this letter the election has not closed and we are therefore unaware of the result and cannot be accused of "sour grapes." By the time this letter is published it will be too late for it to have any effect on the course of the election.

Mr Blum has been reported as having resigned his candidature for the Conservative Party in the Hammersmith borough elections, and having joined the Labour Party, due to his concern with cost-related prescription charges. Mr Blum claims that he became worried over these charges in March of this year. As a member of the Society's Council vitally concerned in the interests of its members this concern developed rather late, for cost-related prescription charges were announced by the Chancellor in the Commons on October 27.

Despite the fact that Mr Blum's concern did not develop until March of this year his resignation from the Conservative Party candidature was dated February 1 and received by the Conservative Party agent on the following day. It is interesting to note, however, that it was not publicised until April 29, the week that the Society's election papers were sent out to members, and at the opening of the local council election campaign. Mr Blum has not explained why he felt it necessary to resign from a local authority election on a matter which was one of national politics.

Nor has Mr Blum explained why, on leaving the Conservative Party, he felt it necessary to join the Labour Party, the Party which first introduced prescription charges and latterly increased them. From the point of view of both pharmacist and members of the public there can be little difference between cost-related prescriptions and prescriptions charged at a flat rate, if that rate is fixed at a high enough level. The effect upon dispensing which has taken place during the past month will be sufficient evidence of that statement.

In common with other candidates for election, Mr Blum will have received the Council's opinion as to letters to pharmaceutical journals during the course of the election. It is obvious that the spirit of this notice intended that forms of publicity other than letters be included. The annual report of the Council shows that the Council discussed the manner in which the election was going to be conducted. It is to be presumed that Mr Blum as a member of the Council took part in, and agreed with the decisions arrived at,

for if he did not, he failed to publicise this fact. His subsequent actions during the course of the election have shown that he has completely ignored the advice of the Council of which he was a member.

I. Benjamin  
D. Sharpe  
London

[This criticism in our opinion confirms the correctness of attitude of the *C&D* in these matters. Attempts to "muzzle" candidates during the election period give rise to more problems than they settle. — Editor.]

## Student training

You report the decision of the NPU Executive to make efforts to attract post-graduate students into private general practice. Might it not be sensible not to push at the students — who have an awareness of their position — but at us, their potential employers?

The assistance given by the NPU or the Society to small pharmacists who wish to train their successors is non-existent. In my opinion the NPU should produce an outline scheme which could be applied by general practice pharmacists to students. This, together with a realistic salary scale, could reverse the 9:1 pro-multiple ratio reported.

M. E. James,  
Canvey Island

## Dispensing doctors

May I trespass on your space to answer a few of the points made by your correspondent on the theme of dispensing doctors?

Firstly—why get so steamed up about it? There's no danger of my ideas being translated into practice in the foreseeable future, for the reasons I gave. So Mr Fenn and your other correspondents should be reassured.

I hasten to assure Dora Shepherd that I do accept full responsibility for the medicine dispensed. Any one doctor has a relatively limited range of drugs with which he is familiar, so that my nurse has much less chance of making a mistake than the urban pharmacist, who may serve perhaps 200 doctors, each with their own set of drugs.

Counter prescribing by pharmacists would not stop if my scheme were to be adopted. Mr Brunning objects to my term "surrogate doctor." Perhaps it is a clumsy one—I think it is clear that I meant consultation with patients, rather than pure dispensing of medicine ordered by the doctor. This very important function of the pharmacist could be fulfilled just as well under my scheme as under the present one.

May I hasten to assure Mr Brunning that as a medical student I did have to attend a course in dispensing and, if he will read my original article, which I presume one of his local GPs would lend him, he will find this described. Exactly what the modern medical student is taught I don't know—but the old skills of making pills, dispensing mixtures, preparing tinctures and infusions etc, which I was taught as a medical student, are no

longer required. Perhaps the statement he quotes about modern doctors having no experience of dispensing is not very well expressed.

What I meant to convey, is that the average GP in a town practice has no experience of the organisation of a dispensing service—and so is frightened of it. The profession is notoriously conservative and reluctant to look at new ideas.

The point that several of your correspondents make, namely that the dispenser corrects the doctor's errors, leads me to ask: who corrects the pharmacist's errors? They are just as liable to error as the doctor and this has happened from time to time within my experience. The liability to error is less in the doctor's dispensary as there are fewer choices open to the dispenser.

Mr Richmond's point that GPs could become redundant is made by me in the original article. May I suggest he reads it.

F. E. S. Hatfield  
Ongar, Essex

## Inecto service

We were sorry to read of the criticism of our "Salesman of the Year" by two Lincolnshire chemists (April 17, page 480), who said that they had not been called on by an Inecto representative for 18 months.

Since it has always been our object to give as comprehensive a service as possible to the retail trade, no time was lost in rectifying this omission. The result was that your correspondent Mr Donald Ross was interested in the new Inecto Peach Oil range and placed an order. He will in future receive regular calls and service.

Mr Graham Walker, however, was "not interested" in Inecto products at all — a rather disappointing result after a complaint that he was not called on and an 80 mile journey to see him.

While every endeavour is made to call personally on every major chemist in the country, particularly at this time when there are special bonus terms on new products, obviously the Inecto sales force must be confined to the most profitable journey cycle possible, that is, in terms of revenue to mileage, etc. However, we should be pleased to hear from any other chemist who has the same complaint as Messrs Ross and Walker, when arrangements will be made to visit him immediately.

A Sibley,  
Sales department, Inecto

## As others see us?

Amid the welter of comment from inside the profession on the high academic standard and highly responsible duties of its members, it is sobering to read the following outside assessment that appeared in an advertisement in a local paper: "Reliable female chemist wanted to work near Yarmouth sea front, 9-6 Monday to Friday; must be used to decimals."

Or is it an outside assessment? The advertiser may be one of us!

Marjorie McLean  
Gorleston-on-Sea



# PROFESSIONAL NEWS

Ulster Chemists' Association

## Fewer pharmacies and more price promotions

Fewer pharmacies and more price promotions were two themes developed by speakers at the Ulster Chemists' Association Conference on May 14.

Mr D. N. Sharpe (director, NPU Marketing), in a talk on "Profitable Retailing in the Seventies" said that for far too long the NPU and the Pharmaceutical Society had been bleating about closures. He felt sympathetic towards those pharmacists who lost their livelihood, but, "we have too many pharmacies now. We need closures." Larger, more economic pharmacies were required. He stressed he was expressing a personal view and not necessarily that of the NPU or NPUM. Two years ago he said he decided to cut the prices of a large number of items.

Currently he offered between 50-70 cut-priced products at one time, and his turnover had virtually doubled in two years — and he was still making "25 per cent on return."

His nearest competitor was a "Boots branch" and he made quite certain that his prices were below theirs and that the shopping public appreciated that fact. He would like to see NPUM become a buying group like Spar, Mace, etc. He believed that the organisation's biggest future was in becoming a "compulsory" group where members contracted to buy through the NPU £x thousands of goods annually and sell them at decreed prices.

There were 8,000 NPU pharmacies in Britain, there was not a buying group with that potential size in Europe.

### Short-time chemist

The public would only shop at pharmacies if they thought it was worthwhile economically, and it was in the public interest to have fewer, but bigger pharmacies offering good competition with other traders.

He described himself as becoming a "short-line chemist." He only stocked six hair shampoos — four of which would be on special offer at any one time. Private chemists had an "expensive public image." That must be overcome by pharmacists "as a body" not individually.

In his capacity as NPU marketing director he was appalled to hear that larger manufacturers of branded products had lost interest in pharmacies as an outlet. "Colgates said that only 10 per cent of their business goes through pharmacies."

It was necessary to compare our success as traders with the effectiveness of the grocery supermarket.

Some pharmacists believed that planned distribution could be the be-all and end-all of pharmacy. "Don't believe it" said Mr Sharpe. The Boots organisation was against it and he did not think any Government would agree to it. For that meant the limitation of NHS dispensing contracts.

Those who thought that Continental pharmacy could provide the answer should note that more and more Continental pharmacies were following the United Kingdom pattern and selling cosmetic preparations.

Mr K. Rutter, in his address, said that 87 per cent of the pharmacies that had closed recently had done so because they were uneconomic and therefore the gloom that had often been prevalent when pharmacy closures were discussed was really unnecessary. The businesses that were left should become more economical to run and give a better return to the owners. Mr Rutter's topic was "Planning and Profitability."

On planning, he said the size of a pharmacy must be tied to its location. It must not be too small, have adequate services and provide ease of movement for shoppers. A shop could be too large. A small overstocked and crowded shop prevented customers seeing items that were available, a large shop sparsely stocked had a corresponding disadvantage. A "thin stock" did not breed customer confidence.

He preferred an open dispensary that allowed adequate supervision, enabling the pharmacist to ensure that his staff "are retailing in the way he wants them to be working."

It was essential to achieve full utilisation of floor space: displaying 80 per cent of the stock and having 20 per cent in reserve was better "than the other way round." He used the top of wall fitting canopies to extend display areas.

"We must accept that the supermarket method of marketing is what the public now seem to prefer." That system reduced the number of staff needed to make

sales, but increased the cleaning and "re-filling" staff. A pharmacy was a shop and the public expected a high standard of cleanliness yet in many chemists' shops "not sufficient attention is paid to hygiene."

For too long chemists had accepted the advantage of manufacturer's price promotions without passing any of the advantages to the consumer.

Now was the time to kill the public idea that "the chemist was expensive." Customers should be offered reasonable prices and a satisfactory choice of items. Baby foods were items that chemists had not "price promoted" and they had therefore lost turnover. He had found that the special offers passed on to customers helped him to regain lost turnover.

When considering price promotions he placed goods in two categories: those in the quick turnover group — baby foods, "squashes," paper products and sanitary products — where large sales could be achieved at reduced prices with no loss of profits. The moderate turnover groups included hair preparations, talcums, deodorants and bath salts. Then there were the seasonal items, hot water bottles, swim caps, sun tan preparations etc.

He bought moderate turnover lines "on offer" and aimed at a gross profit of 25 per cent "on retail." He bought in reasonable quantities — but if items became "out of stock" they remained so until the manufacturer either repeated or introduced another promotion.

Agencies were a problem that had to be solved in relation to the position of the pharmacy. There was often room for only one "cheap" agency in a pharmacy together with two or three in the medium price range and only one in the higher priced bracket.

It was, in his experience, necessary to stock 80-90 per cent of the range of preparations in each agency held, and essential to keep a check on turnover. "If it falls, get rid of the agency." Do not keep it because it "looks good."

It was important, and invaluable, for a chemist to have a reputation among the public "as a good stockist." "Specialise in the products you know and diversify as much as you dare."

When Mr N. W. Smyth, Killyleagh,  
*Continued on page 645*



Linking up with the Reckitt & Colman and NPU marketing promotion, Mr Sharpe's pharmacy put on a special display. The pharmacy is in two sections, the other half housing the dispensary and a wide selection of surgical sundries.



# A message for people who think automatic toothbrushes are a joke.



## Talk to your dentist.

It's just possible he'll agree with you. But the great majority of dentists take automatic toothbrushes very seriously, and recommend them as an important aid to dental health.

Not because they do something you can't do for yourself. But because they do something you're very unlikely to do. Namely, brush your teeth properly. Which is a lot harder than it sounds.

Correct brushing involves brushing up and down all the way round, top and bottom, inside and out. This way you stimulate your gums and help keep them healthy, and you remove decay-causing food particles from between your teeth. It takes about three minutes to do the job thoroughly, and it makes many people's arm ache.

Try it. And then ask yourself if you have enough determination to repeat the exercise at least twice a day from now till Kingdom Come.

If you don't think you have, you should seriously consider buying an automatic toothbrush.

It will brush your teeth with the correct up and down action in one quarter of the time it takes to brush properly with an ordinary toothbrush. And with no muscular effort or will-power required.

Dentists particularly recommend Ronson Automatic Toothbrushes.

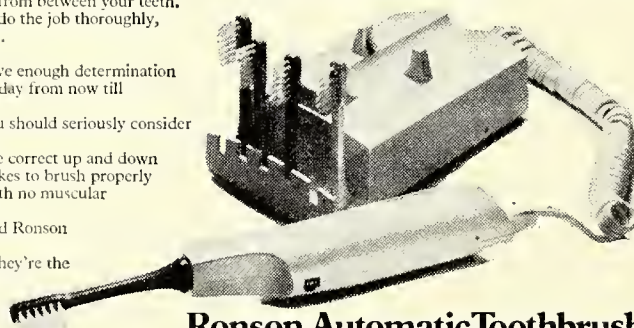
They're battery operated, and they're the

best you can buy. As you might expect they aren't cheap. The price for the travel pack, 2 brush head model is £4.97. For £5.97 you get the fullsize family model with five interchangeable brush heads.

So the whole family can get the benefits of brushing properly; healthier gums, and cleaner teeth which are less vulnerable to decay.

You might still conclude that you have the strength of character to do the job properly with a regular toothbrush after all.

But spare a thought for the kids.



**Ronson Automatic Toothbrush.**  
Ask your dentist about it.

All prices are recommended retail prices excluding battery.

## This should make you take our Automatic Toothbrush seriously.

During May and June we're going to run the above advertisement in both the Sunday Times and Observer.

The people who read these papers are the section of the community most concerned about the dental health of their families.

Make sure you have the full range in stock:

the Travel Pack which sells at £4.97\*. The Family Model at £5.97\*, and the new, lower-priced Rechargeable model at £9.97\*.

We think quite a few extra customers will come in looking for these Ronson Automatic Toothbrushes. So stock them and display them for extra profits this spring.

**Ronson Automatic Toothbrush.**

\*Recommended retail prices.





Mr K. Rutter, chairman NPU, and Mrs Rutter with Mrs and Mr Bolan, president UCA



Miss A. E. Strachan looks on while Mrs and Mr J. McClenahan admire the silver tea service they received

Continued from page 643

asked if the terminology had changed and "price cutting" had become "price promotion," Mr Rutter replied that he did not mind what term was used. It was essential for the pharmacist to fix his own profit margin.

Mr R. F. S. Thornton, Newcastle, asked if the NPU had any plans for the production of medicinal lines. Mr Rutter referred to the Medicines Act licensing procedures. He thought pharmacists might have to get rid of some of their nostrums. It depended on the cost of product licences: figures varying from £20 to £500 had been quoted.

When Mr Rutter said that the price of NPU toilet rolls was far less than similar products and he had purchased a competitive product for price promotion purposes, Mr J. McMillan, Portrush, suggested that was negating NPU policy. Mr Rutter replied that he did not think so. He was surrounded by small supermarkets and he wished to be competitive.

Later, Mr J. Kerr, Belfast, said that surely Mr Rutter was not advocating price cutting where there was no need for it. Mr Rutter agreed he was not particularly advocating that pharmacists should compete amongst themselves. Each person should analyse his sales to ascertain which aspects were increasing or decreasing.

"If we had cut Ribena ten years ago . . . we might not have had problems concerning that product today."

#### Lower margins forecast

Forecasts of lower margins on toiletries and cosmetics and criticisms of the packaging and wholesaling of NPUM products were made at the first business session of the Conference.

During the "Pharmacy Quiz," when the panel consisted of Messrs W. J. Bolan (president UCA), K. R. Rutter (chairman NPU), D. N. Sharpe (director NPUM), N. W. Smyth (Killyleagh) and J. Wright (director NPU), Mr T. W. Creswell said some of the package designs were "dreadful" and asked if there was a design section looking after the packaging.

Mr Sharpe later added that the days of design facilities of their advertising agents. Mr Wright pointed out that, hitherto "being small," it had been necessary to

go ahead on an *ad hoc* basis. Management consultants were looking at the situation.

Mr Sharpe added that none of them were happy at the moment, and Mr Rutter believed that instead of a committee having the final decision on the packaging, it might well be necessary to "throw it to the experts" and not interfere. If they did not come up with the right answer then "change them."

Mr C. S. Ritchie mentioned the difficulties of the public buying NPUM products in Northern Ireland. Mr Wright said that he would like more specific information on that aspect. They were to visit the Vestric depot on the following Monday.

Mr T. I. O'Rourke said he had experienced supply difficulties with NPU glucose, hot water bottles, kitchen rolls and sunglasses. Mr Rutter: "Until we get a centralised stock holding position problems will arise."

There were differences in manufacturers, said Mr Sharpe. Some took eight to nine days to supply goods to a warehouse, others took 89. The NPUM was trying to get manufacturers to cut their delivery times and it was hoped that the management consultants could help in that direction.

Another member believed that when the turnover increased the delivery situation would improve: "at present we are merely a nuisance to manufacturers."

Mr O'Rourke believed there might be a weakness in dealing with too many manufacturers. He also pointed out that the local NPU warehouse operated by the distributor was only open two hours each morning. He thought members would be satisfied if they received two complete deliveries a week. At the moment some areas were split up; the smaller items were often delivered but the larger case lots were delayed.

Mr Sharpe referred to the general problem of the retailer posed by "short line wholesalers" and he had found difficulty in getting over-the-counter toiletries delivered by wholesalers. Therefore the problem was not merely one restricted to NPUM products.

Mr R. F. S. Thornton, Newcastle, suggested the quantity that needed to be ordered to get the 5 per cent discount

was too large. Mr Wright told Mr Creswell that although the current statistics had not yet been "broken down" regionally, his impression was that NPUM products had not been making progress in Northern Ireland.

Referring to the Reckitt & Colman promotion, Mr O'Rourke said he had noticed that some of the goods could be supplied by the cash and carry wholesalers at a cheaper rate.

Mr Sharpe said he understood that might be the case in respect of any one line, but the promotion gave better terms over the series of products.

Mr Sharpe later added that the days of the chemist thinking in terms of 33½ or 27½ per cent margins were vanishing. To be competitive it would be necessary to aim at lower margins and higher turnover.

#### Value of NPUM promotions

Mr Rutter said he believed the promotional side of NPUM was going to be the chemists' salvation. The margins on many brand leaders had narrowed. Not many chemists could buy on better terms than the Reckitt & Colman promotion offered.

Mr Wright told Mr O'Rourke that the question of voluntary groups was to be looked at "very carefully."

The final series of questions concerned cost-related prescription charges.

Mr Wright pointed out that the Minister had suggested a meeting, but as secretary he had had to point out that the Contractors Committee had said they would have nothing to do with a cost-related scheme. The Minister's request for a meeting would be reconsidered at the next committee meeting.

Mr Sharpe believed that the doctors' decision not to co-operate on the cost-related scheme had "rocked" the Government.

During Conference dinner Miss A. E. Strachan, on behalf of the UCA, presented to Mr and Mrs J. McClenahan a silver tea service. She recalled that some 25 years ago Mr McClenahan had, with kindness and courtesy, initiated her into the work of the UCA office and said "both Mr and Mrs McClenahan have been wonderful friends to me." She asked them to receive the gift with the good wishes of the UCA members.



# When does NHS dispensing become profitable?

Chemist contractors to the National Health Service who dispense fewer than 12,000 prescriptions a year may not be deriving any net profit from their dispensing and may even be paying for the privilege of being a contractor.

This was one of the suggestions made by Messrs R. L. Allison and I. F. Jones in a paper presented at the seventh annual conference of the Institute of Pharmacy Management in Malvern at the weekend.

The current trend of an accelerating closure rate of pharmacies suggests that such pharmacies may be vulnerable to closure for economic reasons in the future.

At the moment a pharmacy dispensing 12,000 prescriptions yearly may be expected to have a turnover of £19,000 a year, of which NHS would account for £7,500, assuming that averages prevail of 40 per cent turnover being NHS, and that the cost of prescriptions average the national 148d (0.61½) each.

But the average number of prescriptions dispensed per pharmacy in 1969 was 23,221 and as those dispensing the average number can reasonably be expected to incur average costs (represented in current oncost and professional fee payments), it can be assumed that pharmacies not dispensing that quantity will be bearing above-average costs.

So far as either the contractor or his deputy are concerned, the authors claim that 100 per cent of his time should be automatically registered for NHS purposes, since the contractor provides the service irrespective of whether the community chooses to utilise those services or not.

In the discussion, Mr E. A. Jensen described the author's last suggestion as a "dangerous concept." There were so many one-man-band pharmacies at the moment that the Minister might order two pharmacists to be present per pharmacy—the second one to supervise sales of poisons, etc.

Mr D. H. Maddock, speaking on the impact of health centres on pharmacy described a centre at Llanedeyrn opened in September 1970 at a cost of £82,000. The centre's senior practitioner is a member of the staff of the Welsh National School of Medicine, the money due from his list being paid by the Executive Council direct to the Medical School.

The city council (who are developing the area) made a policy decision to approach first, well-known multiple retailers, whose presence would then attract small private retailers to the precinct. Amongst the first approached was a multiple pharmacy company. They indicated their interest and received a plan of the area, with a request to choose a site.

The site chosen by the multiple is such that, due to pedestrian flow, even though two out of the 25 units have been allocated as pharmacies, no other pharmacy in the precinct can be an economic proposition. This mode of approach by the Corporation, to a shopping precinct in

association with a large health centre, must have far reaching implications for the pattern of pharmacy throughout the city if it is followed.

In this discussion, Mr Maddock said pharmacists lacked the necessary facts and figures to place before local authorities to show that any particular area or site could support a pharmacy.

Two papers dealt with pharmacy in two overseas countries. The first was:

## Pharmacy in Pakistan...

Consumption of medicine in Pakistan is very low by international standards (only about £0.25 per head per year) or 15 per cent of that in Britain, despite the greater incidence of disease in Pakistan.

Mr J. Hanson (former chairman and managing director, Glaxo Laboratories (Pakistan) Ltd) in his paper on the development of pharmacy in that country said there are a fair number of hospitals where treatment and drugs are free — "at least in theory." Only the simpler medicines are provided.

Often, if proprietary medicines are required, patients are given prescriptions to be filled outside and in the event of their being too poor to pay, then there is little alternative but to forgo treatment. It is not uncommon for medicines supplied to government hospitals in bulk, to find their way to the bazaar illegally.

The highly organised wholesaling so well-known to pharmacists in Britain does not exist in Pakistan. Amongst the trade, every retailer at one time or another engages in a certain amount of *ad hoc* wholesaling, but distribution, as such, is primarily the responsibility of importers, or agents, while certain of the larger manufacturers do their own wholesaling.

The pharmaceutical industry, in terms of goods produced, has grown at about double the rate of the overall industrial sector. This has been largely possible because of the increased "know-how" provided by the international group of companies in Pakistan, and the better marketing strategy employed by them in the face of severe competition.

Hospital pharmacy in Pakistan still remains at an elementary level. Dispensing is done by compounders who are mostly unqualified, and with very little formal education. The State Medical Faculties of the Provincial Governments have now instituted examinations for compounders, but a great deal still requires to be done. More ambitious plans are being discussed to gradually replace compounders by diplomaed pharmacists.

Until 1965, nearly all management training projects were government spon-



Mr R. L. Allison

sored, but by that time, awareness of its value amongst the business fraternity was widespread, and a small group of enlightened owner-managers and business executives got together in Karachi to initiate the West Pakistan Management Association. This venture was followed in 1968 in East Pakistan.

## ... and in S Africa

Retail pharmacy practice presents a completely different picture. The average sales in 1969 were R 19,000 (R1=£0.57) per pharmacy from slightly over 8,000 prescriptions. The gross margin on dispensing sales in 1964 was 41 per cent, hence the well-managed dispensary should be a remunerative unit in the modern pharmacy, according to the second paper by Mr R. S. Summers and Dr T. G. Booth.

The white patient is normally liable for his own medical expenses and he usually contributes monthly to one of over 300 "medical schemes." The retail pharmacist must spend a large part of his time and effort in pricing and checking prescriptions and 90 days often elapse between submission of accounts and reimbursement.

More than 50 per cent of pharmacies stock such things as clocks, stationery, etc., and these provide a high proportion of their trading revenue. Nevertheless, 90 per cent of retail pharmacists would be willing to give up their "general dealers' licence" if medicines were distributed solely through pharmacies.

Total production for the pharmaceutical industry has been estimated at R 100 m in 1969; about 40 per cent was accounted for by "ethicals."

"Pharmacy in a free enterprise Society" was the title of a paper read by Mr Stanley Durham. Dealing with pharmaceutical events about 60 years ago the author sought to show how lessons can be learned from history.

Mrs S. Dickinson, recently appointed the Institute's administrative secretary, proposed the toast to the Institute at the conference banquet, to which the president, Professor J. W. Rowson replied. Professor Rowson said that in the seven years of its existence, membership had grown steadily—but it was not numbers that counted. The impact of the Institute was altogether in excess of its numbers.



# Flattery gets Lastolita everywhere

In Woman, Woman's Own, Woman's Weekly — you'll find the new national advertising campaign for Lastolita foundation stockings really getting home to your customers. The theme of this year's advertising is the wonderful way Lastolita flatters legs... yet at the same time gives just the right amount of vital support your customers need.

It's flattery like this that's going to create a bigger-than-ever market for Lastolita lightweight elastic yarn stockings (conforming to N.H.S. specification). And we're all set to meet big extra demands — with eye-catching sales aids and a really reliable by-return delivery service for all orders.

Get details of the exceptionally generous Lastolita trade terms for quantities of six or more pairs and the no-quibble

guarantee, from your Lastonet representative. And remember, he calls exclusively on retail chemists — so you're sure of REALLY PERSONAL attention!

Or write to the address below.



We are participating in the EXPECTANT MOTHER INFORMATION SERVICE — 250,000 potential customers for Lastolita stockists.

**She's wearing a 90% woollen mixture suit in broken check and did anyone notice the Lastolita foundation stockings?**

That's the beauty of Lastolita stockings. No-one ever does. They look so sheer, so soft, so absolutely RIGHT no matter how much emphasis fashion puts on your legs. And the secret they keep? Just this: Lastolita are made from nylon elastic yarn to give tired, aching legs, (even varicose veins) gentle but firm support all through the longest day. Busy wives, mothers-on-the-go, career girls... they all wear Lastolita.

Buy Lastolita stockings yourself. You'll not only look great in the new '71 fashions — **YOU'LL FEEL GREAT, TOO!**  
From all chemists including branches of Boots.

**Lastolita**

— you never can tell  
LIGHTWEIGHT  
FOUNDATION  
STOCKINGS BY  
LASTONET



Suit by Peter Robinson Ltd.

**She's wearing a beige jersey and silver knickerbocker suit and did anyone notice the Lastolita foundation stockings?**

That's the beauty of Lastolita stockings. No-one ever does. They look so sheer, so soft, so absolutely RIGHT no matter how much emphasis fashion puts on your legs. And the secret they keep? Just this: Lastolita are made from nylon elastic yarn to give tired, aching legs, (even varicose veins) gentle but firm support all through the longest day. Busy wives, mothers-on-the-go, career girls... they all wear Lastolita.

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From all chemists including branches of Boots.

**Lastolita**

— you never can tell  
LIGHTWEIGHT FOUNDATION  
STOCKINGS BY  
LASTONET



Suit by Anji Dresses

**She's wearing a Lotus flowering cream and gold brocade dress and did anyone notice the Lastolita foundation stockings?**

That's the beauty of Lastolita stockings. No-one ever does. They look so sheer, so soft, so absolutely RIGHT no matter how much emphasis fashion puts on your legs. And the secret they keep? Just this: Lastolita are made from nylon elastic yarn to give tired, aching legs, (even varicose veins) gentle but firm support all through the longest day. Busy wives, mothers-on-the-go, career girls... they all wear Lastolita.

Buy Lastolita stockings yourself. You'll not only look great in the new '71 fashions — **YOU'LL FEEL GREAT, TOO!**  
From all chemists including branches of Boots

**Lastolita**

— you never can tell  
LIGHTWEIGHT  
FOUNDATION  
STOCKINGS BY  
LASTONET



Dress by Bob Schultz

**Lastolita** — you never can tell · Lightweight foundation stockings · Lastonet Products Ltd., Redruth, Cornwall.



# The new sham

Suddenly.....women are becoming more hair cosmetic conscious so we have created a range of new generation shampoos which are superior both in quality and presentation to anything on the U.K. market.

The quality is unique. Each of these shampoos will be a winner but Satin Foundation Shampoo is the most exciting of the quartet.

It is a *completely new* type of shampoo. Satin Foundation Shampoo has an Ampholyt base which helps stop fly-away hair and makes *all* types of hair more

receptive to other treatments in particular conditioners and setting lotions — even coloured setting lotions. We all know the market for them is booming.

In sachets, and shatterproof bottles with the new flip-top dispenser (unique to Wella) which makes the business of measuring out quantities very much easier.

The new generation of shampoos will be heavily supported by an unusual and highly persuasive advertising campaign. Start selling now.



**Wella—we know about hair.**



# Shampoos by Wella





# Cash in on the biggest Aronde campaign ever!

SEEN BY  
**15,500,000**  
WOMEN!

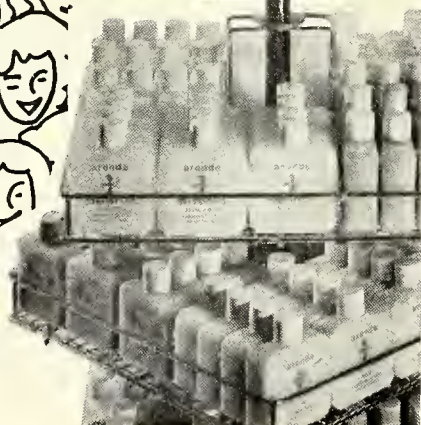
5,000,000 women will see the fabulous 30-second T.V. commercial! 5,500,000 women will see the Woman's Own campaign! 3,250,000 fashion-conscious women will see advertisements in Fabulous, Hers, Honey, Mirabelle, 19, Petticoat, Rave and Valentine! And some 1,850,000 women will see the big-space advertising in Annabel, Flair, 19, Nova, She, Vanity Fair and Woman's Journal!

Which all adds up to some 15,500,000 women with 34,500,000 opportunities to see this—the most fantastic Aronde campaign ever! And that adds up to bigger and better sales than ever! So make sure you stock up now and have the stocks to meet the demand!



## aronde

Columbia Products Ltd., Sherbourne Avenue, Binstead, Ryde, Isle of Wight. Tel: Ryde 3761.



## SURE SHIELD



## FRUIT FLAVOURED LAXATIVE

Still today's  
best tasting, most  
effective, laxative



Continually advertised in  
'Woman' and 'Womans Weekly'

In tubes and tins from

### Thos. Guest & Co. Ltd.,

the family firm with the personal service,  
92 Carruthers Street, Manchester, 4.  
Telephone: 061-205 2975.



# Department's opposition to review body explained

An explanation of the Department of Health's opposition to a review body to determine chemists' remuneration is set out in a letter received by the Central NHS (Chemist Contractors) Committee.

Sir Philip Rogers, permanent under-secretary, says that the Government do not consider it appropriate to resort to the device of a review body where adequate negotiating machinery exists; and secondly that the Secretary of State has already agreed that the two sides should embark on a general review of the factors that ought properly to affect the level of profit.

"You indicated that your Committee's thoughts had turned to a review body because you were not free at present to have recourse to arbitration when the existing negotiating machinery broke down or failed. It seems to us that the Committee have been unduly discouraged by the fact that (unlike the Scottish chemists) they have no unilateral right of arbitration. I know that when you raised the possibility of arbitration at your meeting with the Secretary of State on December 15, he said that he considered a settlement should be reached without resorting to arbitration; but he was not implying that arbitration was ruled out as a matter of principle.

"I very much hope that the remaining issues outstanding with you (the profit level for 1972, the possible adjustment of the provisional 1971 notional salary in the light of changes in managerial salaries, and the 1972 notional salaries level) can be settled by the ordinary processes of negotiation, including of course the new review of profit. But if in the end these

do not seem capable of securing a satisfactory settlement, there is nothing to stop you then asking the management side for their consent for arbitration; I cannot of course say in advance what the response would be but there would certainly be no question of a refusal to consider the possibility."

The letter goes on to say that the proposed review of matters affecting profit is a new departure "and it does not seem to us sensible to start looking round for another new device before we have seen what this one will achieve."

## Expert witnesses allowed

It is also confirmed that experts to act as "witnesses" would be allowed in the negotiations, but it is proposed that a list of five or six names should be agreed, representing different types of expertise, rather than have "management side witnesses" and "staff side witnesses."

At its meeting on April 27, the Central Committee agreed courses of action and considered the selection of the experts.

The Committee also received a reply to its representations that the amount of discounting of the net ingredient cost be reduced. The Department had indicated that a new inquiry would need to be held into the availability of discount buying terms for the purchase of NHS prescription items. Replies were still being received from Local Pharmaceutical Com-

mittees about the effect of the postal strike on normal discount purchasing arrangements.

The Committee decided to make representations to the Department about the fee allowed for the supply of extemporaneously wrapped powders. After considering complaints from members of the Committee and from Local Pharmaceutical Committees, it was decided to approach manufacturers about the unsatisfactory nature and possible dangers of Flagyl Compak and similar combined packs of oral and "not to be taken" preparations.

After considering and approving in principle a document prepared by the Pharmaceutical Society, the Committee agreed that the secretary, Mr J. Wright, should write to Mr D. F. Lewis, the Society's secretary, to seek clarification of the Society's current policy on the need for pharmacy departments in newly-established health centres when there was already an adequate pharmaceutical service in the area. During the discussion Mr Wright had said that it appeared there had been a change of emphasis on the part of the Council of the Society.

In the past the view of the Central Committee, and of the Council, had been that the needs of the public were best served by the traditional retail pharmacy, and that where there was already an adequate pharmaceutical service in the area, a pharmacy department was not necessary in a health centre. It appeared that the Council now tended to look favourably upon pharmacy departments in health centres run by a consortium of pharmacists.

The latest available prescription statistics were reported to the meeting (see table below).

	August 1970	August 1969	September 1970	September 1969	October 1970	October 1969	November 1970	November 1969	December 1970	December 1969
Total number of prescriptions	18,946,655	18,931,223	21,740,844	20,345,902	23,461,779	22,641,798	21,855,199	20,548,415	23,173,787	27,929,754
Total cost	£13,286,973	£12,319,464	£14,974,523	£12,972,056	£15,987,093	£14,355,021	£15,072,033	£13,056,377	£15,960,480	£16,334,287
Average total cost per prescription	168.31d	156.18d	165.31d	153.02d	163.54d	152.16d	165.51d	152.50d	165.30d	140.36d
Average on-cost (after discounting)	10.77d	10.10d	10.23d	9.70d	9.92d	9.42d	10.21d	9.63d	10.07d	8.14d
Average fee	29.86d	28.62d	29.83d	28.62d	29.86d	28.62d	29.87d	28.63d	29.94d	28.86d



## STABILISED PURE WHEAT GERM

The Family health-giving food in POPULAR DEMAND.  
Packed in 3 sizes: Well advertised: Your customers will ask for FROMENT — make sure of your stock!

SOLE MANUFACTURERS: JOHN H. HERON LTD., HOOK ROAD MILLS, GOOLE. TEL 2153/4

# FROMENT

The only  
**BEVELLED TONGUE DEPRESSOR**  
in the world.

Applicators also available

## AYRES BIOPSY CERVICAL SCRAPERS

This high quality scraper immediately available in large quantities. Special prices for bulk orders.

**ASHWOOD TIMBER & PLASTICS LTD.,**

Plyfa House, Leven Road, London E14 OLW Tel: 01-987 6343/6461



## Your customers need a good bath

Sportsmen. Rheumatic patients. People who simply suffer from the normal aches and pains of an active life. They're all potential customers for Luma. The soothing, relaxing, anti-rheumatic bath preparation.

Sell Luma in the new 28 oz. polythene packs or small bath cubes. It's easy to stock, and gives you a consistently comfortable profit margin. Refresh your profits with Luma.

Send for details and samples from:

**Luma**

Marshall's Proprietaries Ltd, Marshall House, 468-472 Purley Way, Croydon, CR9 4BL. Tel: 01-688 7211



# MARKET NEWS

## Prices continue to be firm

London, May 19: Although trading in most sectors remained subdued, prices continue to be firm. In pharmaceutical chemicals the makers have raised their prices for mercurochrome and for iodoform.

In crude drugs Curaçao aloe advanced by £10 ton for shipment. Canada and Peru balsams were dearer and Brazilian menthol continued the pattern set in previous weeks. Senega was easier on spot in anticipation of new crop offers. Costa Rican ipecacuanha was also easier. Nigerian ginger prices fell sharply.

India exported 677 metric tons of opium in 1969-70 — an all-time record — and earned foreign exchange amounting to Rs 66 m as against Rs 48 m in 1968-69. India continues to be a leading opium producer, meeting over 70 per cent of the world demand.

Owing to increased demand for opium from foreign countries, poppy cultivation in the country was extended taking the total area in the 1969-70 (October-September) crops season to 37,530 hectares as against 35,035 hectares in the previous crop season.

Movements among essential oil prices included dearer Ceylon citronella and Paraguay petitgrain.

### Pharmaceutical chemicals

Bromides: Crystals (£ per kg).

	12½ kg	50 kg	250 kg
Ammonium	0.49	0.40½	0.38
Potassium	0.44	0.36	0.33½
Sodium	0.43	0.35½	0.33

Caffeine: (50-kg) Anhydrous and hydrate £1.78 kg.

Calamine: BP in 1 metric ton lots £0.25 kg.

Calcium carbonate: BP precipitated £47.50 per metric ton.

Iodine: Chilean crude £2.08½ per kg; resublimed £2.87 in 50-kilo lots.

Iodoform: Powder in 50-kg lots £4.54 kg.

Mercurochrome: £7.95 per kg.

Penicillin: Sterile sodium; potassium or procaine £12.92 per 1,000 Mu for 5,000—25,000-Mu lots.

Piperazine: Under 50 kg per kg; adipate £0.963 kg; citrate £0.92½; hexahydrate £0.663 phosphate £1.02½.

Saccharin: BP powder 1 lb and over £0.85; soluble £0.77½ lb.

Theobromine: Alkaloid £13.50 kg delivered.

Theophylline: (50-kg) BP anhydrous, hydrate and ethylenediamine (aminophylline) £2.13 kg.

### Crude drugs

Aloes: (metric ton) Cape primes £250; £235, cif Curaçao £800; £785, cif.

Balsams: (lb) Canada: £1.80 spot; £1.75, cif.

Copaiba: BPC £0.60; Para £0.40. Peru: £1.05; £1, cif. Tolu: BP £0.70.

Buchu: rounds £1.45 lb spot; shipment £1.40 cif.

Chillies: Zanzibar £495 long ton spot.

Ginger: (long ton) Cochin £365, cif Jamaican No 3 £920, cif. Nigerian peeled £380, cif; split £265, cif.

Ipecacuanha: Matto Grosso £3.30 lb spot; £3.20, cif Costa Rican £3.15 and £3, cif.

Menthol: (kg) Chinese spot £6.72; shipment £6.66, cif Brazilian spot £5.60; £5.55, cif.

Pepper: (long ton) Sarawak white £450 spot; £435, cif; black £410; £370, cif.

Senega: Canadian spot £1.50 lb; £1.45, cif. Japanese £1.65 kg. spot and cif.

Turmeric: Madras finger £180 ton, £150, cif.

### Essential oils

Anise: Chinese £1.43 kg spot; £1.38 cif.

Citronella: Ceylon £1.02 kg spot; £1.00, cif. Chinese £1.16 kg spot; £1.15, cif.

Peppermint: (Per kg) *Arvensis* Chinese £2.43 spot; £2.39, cif; Brazilian £2.20 spot; £2.18, cif. American *piperata* from £3.85.

Petigrain: Paraguay spot £2.45 kg, £2.40, cif.

## COMING EVENTS

### Tuesday May 25

Cardiff Branch, Pharmaceutical Society, Park hotel, Cardiff, at 8 pm. Annual meeting.

Hastings Branch, Pharmaceutical Society, Alexandra hotel, Hastings, at 8 pm. Annual meeting.

### Thursday May 27

Society of Cosmetic Chemists, Washington hotel, Curzon Street, London W1, at 6.30 pm. Annual meeting.

South-east England Region, Pharmaceutical Society, Rose and Crown hotel, Tonbridge, at 8 pm. Annual meeting.

### Friday May 28

Croydon Branch, Pharmaceutical Society, Greyhound hotel, Croydon, at 8 pm. Mr Spalding (Family Planning Association) on "The FPA: what it is and what it does."

# CLASSIFIED ADVERTISEMENTS

Display: £4 per s.c.i. min. 1" s.c. (1" x 1½"); ¼ page (4½" x 3½") £36; ½ page (4½" x 7") or (9" x 3½") £58; 1 page (9½" x 7") £98.

Screen: 100

Semi-display: £3 per s.c.i. min. 1" s.c.

Lineage: 30p per line, min 5 lines @ £1.50

Box Numbers: 15p extra

Series Discounts: 5% discount on 3 insertions and over; 15% discount on 13 insertions and over

Headings: All advertisements appear under appropriate headings

Copy Date: 4 pm Tuesday prior to publication date; Advertisements should be prepaid

Publication Date: Every Saturday

Post to: John Thelwell, Classified Advertisement Manager, Chemist & Druggist, Bouverie House, 154 Fleet St., London, EC4A 2DL

Telephone: 01-353 3212

Circulation: A.B.C. June/December 1970, 15,879

## WANTED

WE WILL PURCHASE for cash a complete stock of a redundant line, including finished or partly finished goods packaging, raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W 11. Tel. Park 3137-8. C 140

DIRECT COMPRESSING PRESSES and ancillary equipment, please write with details Box No. 1757.

Please mention C & D when replying to advertisements.

SPECIALIST TABLETING. Small scale manufacturing facilities available for special formulae. Assurance of prompt personal service backed by extensive experience and rigid quality control. Quotations and advice on formulation gladly given. Apply: Firth Pharmaceuticals 1 Fore Hill, Ely Cambridgeshire Tel: Ely 2152

## PREMISES

### FOR SALE

DRUG STORE former Pharmacy for sale newly redeveloped area in bad need of Chemist. Rent £300 per annum 19 year lease. Lock up shop. £2750 + stock at value. 11 Aberdeen Parade, London, W.18.

## BUSINESSES FOR SALE

### BOURNEMOUTH

FREEHOLD SHOP PREMISES (Used for many years as Chemists). Good trading location. 20 ft. frontage. Flat over. Vacant Possession. Price: £10,000 or near. Sole Agents.

### BULLOCK & LEES

4, Wick Lane, Christchurch, Hants.

Tel. Christchurch 5187/6137



# CLASSIFIED ADVERTISEMENTS

## HOSPITAL APPOINTMENTS

Hammersmith Hospital and the Royal Postgraduate Medical School  
Du Cane Road, London, W.12

### SENIOR PHARMACIST

required at above general postgraduate teaching hospital (Category V).

Rotation of duties, or mainly full-time Sterile Products Laboratory if preferred.

Post offers excellent experience; very wide range specialist and other work, including active involvement in research projects of Hospital, School and Research Units. Very pleasant working conditions. Salary scale £1,446-£1,801 p.a., plus Higher Qualifications Allowance (where applicable) and London Allowance £90.

Accommodation available for single person (female).

Applications stating age, experience and naming two referees, to Chief Pharmacist.

### ST. THOMAS' HOSPITAL GROUP

London, S.E.1.

Start your career in Hospital Pharmacy in this medical undergraduate teaching group. Six post-graduate students commence their practical training on 1st September each year and where possible are encouraged to stay on to gain further experience and promotion. There are also opportunities for more experienced pharmacists either on a full or part-time basis to join the staff. Pharmacy students come temporarily in the summer months to gain an insight into the work of an active hospital pharmacy. A full range of work is carried out, including manufacturing of galenicals, sterile products, dialysis fluid, drug information, quality control, clinical pharmacy. Departmental emphasis is upon mechanised methods in manufacture pre-packing etc. Research is carried on in conjunction with other hospital departments. Further enquiries to:

Mrs. M. Gray, Personnel Officer.

### ST. PETER'S HOSPITAL, CHERTSEY, SURREY.

### PHARMACIST

(full time or part-time)

Whitley Council pay and conditions of service. Residential accommodation may be available for single person. Applications, giving names and addresses of two referees, to Hospital Secretary immediately.

Hammersmith Hospital and the Royal Postgraduate Medical School  
Du Cane Road,  
London, W.12

### LOCUM PHARMACIST

required as soon as possible at the above large postgraduate teaching hospital for several weeks. Salary £33 per week.

Applications to Chief Pharmacist (01-743 2030, ext. 37).

Manchester Victoria Memorial Jewish Hospital  
Cheetham (non-sectarian)  
Manchester 8.

### CHIEF PHARMACIST CATEGORY III

required for the above hospital. Salary £1,786-£2,372 p.a. Applications giving full details of age, qualifications and experience, together with the names and addresses of two referees to Group Secretary, North East Manchester Hospital Management Committee, Central Drive, Crumpsall, Manchester 8. Closing date for applications 2nd June (Ref. 8859).

### CHIEF PHARMACIST (CATEGORY III)

Duties at the General (Sister Dora) Hospital, Walsall. This hospital has responsibility for Casualty and Orthopaedic Departments. Salary £1,786 by annual increments to £2,372 per annum. Whitley Council Conditions of Service.

For further details contact the Group Pharmacist, Walsall 28911, Ext. 439. Application forms from Group Secretary, General Hospital, Walsall, Staffs.

ROYAL BERKSHIRE HOSPITAL READING (Category V). Pharmacist for varied duties in Group Pharmacy. Large supporting staff. Ward pharmacy scheme in operation. Apply to and further details from Mr. E. A. Burton, Group Pharmacist, Tel. Reading 85111, Ext. 302.

ROYAL BERKSHIRE HOSPITAL, READING. Pharmacy Technician I required, with Apothecary Hall certificate or equivalent. Hospital experience not essential. Apply Group Pharmacist, naming two referees, or ring Reading 85111, Ext. 302.

St. Bartholomew's Hospital  
London, E.C.1

### LOCUM PHARMACIST

required. Five-day week. Salary £31.25p plus £1.75 London Weighting per week. Post offers varied experience in a Teaching Hospital.

Accommodation may be available in our hostel in the West End.

Applications with full particulars and naming two referees to the Chief Pharmacist.

### ST. BARTHOLOMEW'S HOSPITAL London, E.C.1 PHARMACIST

required. Five day week. £1,325-£1,665 per annum plus London Weighting (£90) and higher qualification allowance (£25). Extra pay for evening clinics. Accommodation may be available in our hostel in the West End of London. Post offers varied experience in a Teaching Hospital. Applications with full particulars, naming two referees, to the Chief Pharmacist.

ROYAL INFIRMARY OF  
EDINBURGH  
PHARMACIST

required in modern well-equipped pharmacy in category V teaching hospital with large sterile solutions department. Salary according to previous professional experience, within the scale £1,325 to £1,665 a year, plus qualification allowance and additional pay for evening clinics and weekend duties. Write Personnel Officer with full details. Tel.: 031-229 2477, Ext 2491.

Please mention C & D when  
replying to advertisements.

Ilford and District HNC  
Group Pharmacy

### SENIOR PHARMACIST

This is a group post with duties at Barking Hospital, Upney Lane, Barking, Essex and King George Hospital. Whitley Council salary and conditions of service. Apply to Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex.



# CLASSIFIED ADVERTISEMENTS

## SITUATIONS VACANT

### ORGANON LABORATORIES LIMITED NEWHOUSE LANARKSHIRE

#### DEVELOPMENT PHARMACIST

A vacancy exists in the Pharmaceutical Development Department of Organon at Newhouse for a pharmacist with some post graduate experience. The successful candidate will probably be in his late twenties or early thirties and will have the interest and ability to be an innovator and to tackle and hopefully solve pharmaceutical problems, for which work he will be responsible to the Development Director. He will become a member of a successful team for, at Newhouse, Organon has thriving Research and Development activities as well as an important production unit.

Salary will be commensurate with age and experience. Terms of service with Organon are excellent.

Applications, stating qualifications and experience, should be sent in confidence for the attention of

The Personnel Manager  
ORGANON LABORATORIES LTD.,  
Newhouse by Motherwell,  
Lanarkshire, Scotland.

#### YOUNG MAN

aged about 25, wanted to help run small company dealing in fine chemicals, with an office in Edgware, Middlesex. Applicants should live in North-West London and should send details of previous experience and present salary to:

Wilfred Smith (Fine Chemicals) Ltd.,  
Gemini House,  
High Street,  
Edgware,  
Middlesex, HA8 7ET

#### EXPERIENCED TABLET COATERS

required by Pharmaceutical Manufacturers  
40-hour week 8 a.m. to 4.30 p.m. Salary £25.00 per week. Subsidised canteen. Write, call or phone

Mr. I. P. Hedges,  
E. C. De Witt & Co. Ltd.,  
Lavender House,  
Seymour Road,  
Leyton, E.10.  
Tel: 01-539 3334

## FOR SALE

### DISPENSING AIDS

#### TABLET COUNTERS, TRIANGULAR, STAINLESS STEEL

Type 'A'	Two walls	6" side	...	...	...	60p.
		8" side	...	...	...	75p.
		10" side	...	...	...	90p.

	or £2.10	per set	...	...	...	...
Type 'B'	Three walls	6" side	...	...	...	70p.
		8" side	...	...	...	85p.
		10" side	...	...	...	£1.00

#### CAPSULE COUNTERS, STAINLESS STEEL

Rapid and accurate counting in multiples of ten.	...	...	...	...	...	...
5" x 3 1/2"	...	...	...	...	...	85p.
7 1/2" x 3 1/2"	...	...	...	...	...	£1.10
or £1.80	per set.	...	...	...	...	...

#### BOTTLE LABEL STRIPPER

White enamelled steel platform 10" x 6". Supports bottle and catches stripped labels in tray. Complete with plastic handled cutter and five heavy duty blades. £2.00. Spare cutter 20p. Spare blades 5 for 15p.

#### LABEL MOISTENER

Fitted with pure bristle brush for perfect all over moistening of labels up to 6" wide at one flick with no unstuck corners. Will give a lifetime's use ... £3.80.

All prices include postage and packing.

CRIPPS & BROWN LTD.

64 HIGHFIELD LANE, BIRMINGHAM 32

#### VETERINARY PRODUCTS

Vitamin B12 Injection (Vet.)  
1000 µg/ml. 10ml. vial at  
£0.30 each

250 µg/ml. 10ml. vial at £0.15  
each

Iron Dextran Injection (Vet.)  
Containing 100mg. Iron in 1ml.  
20 ml. vial at £0.45 each  
All trade enquiries to Box 1754

## LABELS

### SELF-ADHESIVE AND GUMMED

For further information on  
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James Townsend & Sons Ltd  
Specialist Label Printers  
PO Box 12 Western Way Exeter EX1 2AB

## TRADE SERVICES

tablets,  
liquids,  
creams,  
pastes,  
powders etc.

### CONTRACT MANUFACTURE & PACKAGING CAPACITY AVAILABLE

- \* Modern plant and analytical control facilities ensure highest standards.
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### CARTWRIGHTS (RAWDON) LIMITED

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Tel: Rawdon 214316

## SHOPFITTINGS

### BERG MOTION SHOWCASES

create a refined merchandising persuasion that — SELLS. Plus pilferage protection. Terms: cash, lease or h.p. Send for a brochure to:

Samuel M. Steel,  
2, Laurel Grove, Galashiels,  
Selkirkshire.

Phone: 0896-3360

SHOPFITTINGS — Manufacturers of chemists fittings offer Special Terms to chemists opening or refitting in May, June, and July, willing to act as show installations for new range of display shelving, showcases, counters and check-out units. Usual H.P. facilities. Limited amount of three year rental available. Rocano Ltd., St. Paul Street, Bristol 2. Tel.: Bristol 40328.

## MISCELLANEOUS

MANLY MAN'S BELT. Nationally advertised "obtainable from chemists." £2.68. Full trade terms. Order by waist measurement from Manly Co., 23 Freshwater Parade, Bishopton, Horsham, Sussex. Telephone: Horsham 5426.





# This summer recommend Christy's Skin Emulsion

**Your customers will benefit...  
So will you!**

Show material available from  
your Christy representative.

THOS CHRISTY & CO LIMITED NORTH LANE ALDERSHOT HANTS TELEPHONE : 0252-24373

**Do not  
disappoint  
your customers**  
*—stock and display*

# Askit

Powders and tablets for the safe and  
speedy relief of headaches, colds,  
chills, rheumatic and nerve pains.

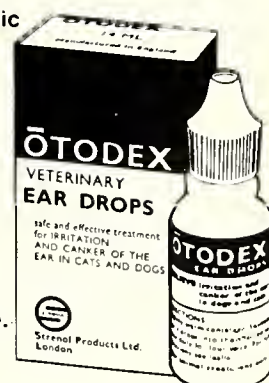
EX ALL LEADING WHOLESALE HOUSES

# irritation and canker OTODEX ear drops

**Fast relief for cats, dogs and rabbits**

- 1 Dissolves wax, enabling therapeutic ingredients to reach source.
- 2 Local anaesthetic relieves irritation and prevents scratching.
- 3 Powerful anti-parasitic kills the cause of infection.
- 4 Antiseptic clears existing infection.

Can be used weekly as a preventative.



Obtainable through your wholesaler  
or direct from:

STRENOL PRODUCTS LTD  
(Dept. CD) 53a High Street, Harlesden, London NW10.







**NOW!**  
even greater protection  
from **NAPPY RASH**

from  
**Marathon**  
the **NEW**  
**IMPROVED**  
**shaped**  
**dryliner**

Recommended retail  
selling price.

**STANDARD**  
38p 7/7d.  
**LARGE**  
43p 8/7d.  
per pack  
of 2

Available  
from Chemists,  
Drapers and  
Baby Shops

**Marathon Knitwear**  
(Nottm.) Ltd.  
P.O. Box 75  
Nottingham

## What's so NEW! SHAPE:

By redesigning the fabric we have given the nappy a shape which provides even greater surface protection against soreness and nappy rash. The new improved shaped dry liner will ensure this greater protection because of the wider fabric at baby's back, which includes an overlap of fabric down each side and completely protects baby's skin from contact with any part of a damp outer terry nappy. This new and improved shaped dry liner from Marathon has been formulated to give all the outstanding qualities of the old style dry liner together with these new developments.

**If used correctly Marathon's new shaped dry liner will give all the protection necessary to reduce the danger of nappy rash—a constant headache to all mothers of young children.**